

# GRAIN DEALERS JOURNAL

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*

## ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers.\*

Baltimore Pearl Hominy Co., corn products.\*

Blackburn & Co., C. P., grain receivers, exporters.\*

Dennis & Co., grain merchants.\*

England & Co., Chas., grain, hay.\*

Fahey & Co., John T., grain receivers and exporters.\*

Hammond, Snyder & Co., Inc., receivers, exporters.\*

Hax & Co., G. A., grain, hay, seeds.\*

Lederer Bros., grain receivers.\*

Manger & Co., J. A., grain, seeds, hay.\*

Robinson & Jackson, grain commission merchants.\*

Steen & Bro., E., grain receivers and exporters.\*

Wack & Co., Henry E., grain, hay, feeds.\*

## BEAUMONT, TEX.

Archer Brokerage Co., grain brokers.

## BLOOMINGTON, ILL.

Slick, L. E., grain.

Worth-Gyles Grain Co., cash and future grain.\*

## BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, commission.\*

Jaquith, Parker, Smith & Co., wheat, barley, milo.\*

## BUFFALO, N. Y.

### Corn Exchange Members.

Armour Grain Co., grain merchants.\*

Burns, Berend J., grain and feed merchant.

Burns Grain Co., grain commission.\*

Churchill Grain & Seed Co., receivers, shippers.\*

Doorty-Ellsworth Co., Inc., brokerage commission.\*

Electric Grain Elevator Co., consignments.\*

Gee-Lewis Grain Co., grain consignments.\*

Harold, A. W., grain, barley a specialty.

Irwin, Dudley M., barley.\*

McConnel Grain Corporation, commission merchants.\*

Kennedy & Co., Chas., wheat specialty.\*

Pratt & Co., receivers, shippers of grain.\*

Taylor & Bourque Co., grain merchants.\*

Urmston Grain Co., grain commission.\*

Whitney & Gibson, consignments.\*

## CAIRO, ILL.

### Board of Trade Members.

Halliday Elevator Co., grain dealers.\*

Magee-Lynch Grain Co., grain.\*

Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*

Gifford-Matthews Co., grain and grain products.\*

King Wilder Grain Co., grain shippers.\*

## CHATTANOOGA, TENN.

### Grain Exchange Members.

Bagley & Semmes, hay, grain and feed brokers.

Chattanooga Feed Co., grain, feed, hay, cow peas.

Harbin, A. D., hay, grain and mill feeds

Tennessee River Mig. Co., corn buyers, corn meal mfrs.

Thomasson & Co., J. T., grain, hay, feed.

Winer Feed Co., food, feed, seed.

## CHICAGO, ILL.

### Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*

Armour Grain Co., grain buyers.\*

Bailey & Co., E. W., grain commission merchants.\*

Bartlett-Frazier Co., grain merchants.\*

Bennett & Co., Jas. E., commission merchants.\*

Brennan & Co., John E., grain commission merchants.

Bridge & Leonard, commission merchants.\*

Carhart Code Harwood Co., grain commission.\*

Dole & Co., J. H., grain and seeds.\*

Freeman & Co., Henry H., grain, hay, straw.

Gerstenberg & Co., commission merchants.\*

Hales & Edwards Co., grain merchants.\*

Harris, Winthrop & Co., grain commission.\*

Hitch & Carder, commission merchants.

Hoit & Co., Lowell, commission, grain and seeds.

Lamson Bros. & Co., consignments solicited.\*

Lewis & Co., F. S., grain and provisions.\*

Logan & Bryan, options, cash grain.\*

Lowitz & Co., E., grain commission.\*

McKenna & Dickey, commission merchants.\*

\*Member Grain Dealers National Association.

## CHICAGO (Continued).

Mitford & Co., W. R., grain, hay, millstuffs.\*

Norris Grain Co., grain merchants.\*

Northern Grain & Warehouse Co., grain receivers.

Painter, H. M., grain and field seeds.

Perrine & Co., W. H., grain and commission.\*

Pope & Eckhardt Co., grain and seeds.

Press & Co., W. G., grain, provisions, stocks, etc.

Quaizer Oats Co., buyers of grain.

ReQua Bros., wheat a specialty.\*

Rosenbaum Bros., receivers, shippers.\*

Rosenbaum Grain Co., J., grain merchants.\*

Rothchild Co., D., receivers and shippers.\*

Rothschild Co., Moses, receivers and shippers.

Rumsey & Co., grain commission.\*

Sawers Grain Co., grain commission.\*

Schiffin & Co., P. H., commission.\*

Shaffer & Co., J. C., grain merchants.\*

Simons, Day & Co., grain and field seeds.

Somers, Jones & Co., grain and field seeds.\*

Thayer & Co., C. H., receivers-shippers.\*

Updike Grain Co., consignments.\*

Ware & Leland, grain and seeds.\*

Zweig & Co., Harry A., cash grain only.

## CINCINNATI, O.

### Grain & Hay Exchange Members.

Blumenthal, Max, grain, feed, hay and straw.\*

Early & Daniel Co., grain, hay, feed.\*

Perin Bros., want corn.\*

## CLEVELAND, O.

### Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*

Cleveland Grain Co., The, receivers and shippers.\*

Gates Elevator Co., The, receivers and shippers.\*

Lake Shore Elevator Co., grain and feed.\*

Sheets Elevator Co., The, grain, hay, straw.\*

Shepard, Clark & Co., grain merchants.\*

Star Elevator Co., receivers, grain, hay, straw.\*

Strauss & Co., H. M., receivers, shippers hay & grain.\*

Union Elevator Co., The, grain and hay.\*

## DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

## DENVER, COLO.

### Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.

Best & Co., J. D., buy and sell all grains.\*

Conley-Ross Grain Co., The, grain and beans.

Crescent Flour Mills, The, wheat, corn oats.\*

Gallagher Grain Co., grain merchants.\*

Denver Elevator, We buy and sell grain and beans.\*

Hungarian Flour Mills, wheat, corn, oats, etc.

Kellogg Grain Co., O. M., receivers and shippers.\*

O'Donnell Grain Co., wholesale grain.\*

Phelps Grain Co., T. D., wholesale grain.\*

Scott-George Grain Co., receivers and shippers.\*

Summit Grain & Coal Co., wheat, corn, oats, rye, barl.\*

Thompson Merc. Co., The W. F., wholesale hay.

Warwick Grain Co., buyers & sellers all kinds of grain.

## DES MOINES, IOWA.

### Board of Trade Members.

Anderson Co., D. L., grain merchants.

Bartz & Co., W. H., grain merchants.\*

Des Moines Elevator & Grain Co., oats a specialty.

Iowa Grain Co., receivers and shippers.

Lockwood, Lee, grain, millfeed broker.

Marshall Hall Grain Co., grain commission.

Mid-West Consumers' Grain Co., grain merchants.\*

Perrine & Co., W. H., commission merchants.

Taylor & Patton Co., corn and oats.

Tower, C. A., grain broker.

## DETROIT, MICH.

### Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.\*

Dumont, Roberts & Co., receivers, shippers.\*

Houston, C. R., grain, hay consignments a specialty.\*

Lichtenberg & Son, oats, corn, hay, straw.

Simmons & Co., F. J., grain and hay.\*

## FORT WORTH, TEX.

### Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

## GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

## GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*

Koehler-Twiddle Elevator Co., grain dealers.\*

Sexson, C. R., grain.

## HOUSTON, TEX.

Beatty-Archer Co., grain brokers.\*

Gulf Grain Co., grain, hay, millfeed.\*

## HUTCHINSON, KANS.

Board of Trade Members.

Farmers Co.-Op. Com. Co., commission merchants.

Gano Grain Co., grain merchants.

Hausman-Bateman & Co., grain buyers and sellers.

Hayes Grain Co., John, grain merchants.

Hutchinson Grain Co., grain merchants.

Kelly Milling Co., Wm., millers of hard wheat.

McClure Grain Co., J. B., buyers and sellers.

Pettit Grain Co., L. H., grain merchants.

Reno Flour Mills Co., millers and grain dealers.

Rock Milling & Elevator Co., receivers and shippers.

Russell Grain Co., commission merchants.

Southwest Grain Co., receivers, shippers.

The Security Ele. Co., receivers, shippers milo kafir.

Union Grain Co., grain merchants.

## INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.

Bingham-Hewett-Scholl Co., grain merchants.

Boyd Grain Co., Bert A., strictly brokerage & com.

Cleveland Grain Co., grain commission.

Evans Grain Co., W. R., commission and brokerage.\*

Goldberg Grain Co., consignments.

Goldward-Rich Grain Co., grain commission.

Hill Grain Co., The, commission & brokerage.

Hoosier Grain Co., consignments only.

Kinney Grain Co., H. E., receiver and shipper.\*

McCord-Black Co., grain merchants.

Menzel Grain & Bkg Co., Carl D., grain commission.\*

Merchants Hay & Grain Co., hay, grain, mill feed.\*

Minor & Son, B. B., grain consignments solicited.

Montgomery & Tompkins, receivers and shippers.\*

Sawers Grain Co., consignments.

Witt, Frank A., grain commission and brokerage.\*

## JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.\*

Stockbridge Elvtr., track buyers, sellers, gr. & sds.

Wager-White Co., track buyers-sellers, grain-feed.

## JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.\*

Brittain & Co., P. L., mer. bkr., dls. hay, gr., mill feed.

Green, R. H., whl. grocers, pdce, grain, mill feed.

Nall & Co., A. S., grain brokers.

Royal Feed & Mig. Co., mixed feed mfrs.\*

## KANSAS CITY, MO.

Board of Trade Members.

Addison Grain Co., consignments.

Beyer Grain Co., consignments and mill orders.

Bruce Bros. Grain Co., consignments.

Christopher & Co., B. C., kafir, feterita, milo.\*

Croysdale Grain Co., grain commission.

Davis Grain Co., A. C., grain commission.

Denton Kuhn Grain Co., consignments.\*

Ernst Davis Grain Co., commissions.

Federal Grain Co., receivers, shippers.

Frisco Elevators Co., grain merchants.

Goffe & Carkener, receivers and shippers of grain.\*

Hall-Baker Grain Co., grain commission.

Hinds Grain Co., The, receivers, shippers.

Hipple Grain Co., feterita, kafir, milo.

Mensendieck Grain Co., consignments.

Moore-Lawless Grain Co., grain receivers.

## Directory of the Grain Trade

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## KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.\*  
 Levy & Co., R. T., merchandise and grain brokers.  
 Security Mills & Feed Co., flour and feed.\*  
 Smith & Co., J. Allen, flour, meal, feed.\*

## LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.\*

## LAKE VILLAGE, ARK.

City Feed Co., The, wholesale hay, grain and feeds.

## LITTLE ROCK, ARK.

Grain Exchange Members.  
 Cunningham Commission Co., grain, corn products.\*

Caple &amp; Stockton, hay, grain, feed.

Cochran Co., H. K., grain dealers.

Daniel Mill &amp; Elevator Co., Joe, grain, hay, feed.

Darragh Company, hay, grain, mixed feeds.\*

Davis, S. P., dealer, consignments.

Farmer Co., E. L., brokers, hay, grain, mill feed.\*

Gordy Co., C. L., grain brok., hay, grain, mill feed.

Hayes Grain &amp; Commission Co., dealers in grain, hay.\*

Morse Co., F. E., grain brokers.

Munn-Burrow Brokerage Co., grain, hay, mill feed.\*

Niemeyer Grain Co., George, grain, hay, mill feed.\*

Weinmann Milling Co., grain, hay, mixed feeds.\*

Wilson Co., John R., grain brokers.

Wilson &amp; Co., hay, grain, feed brokers.

## LIMA, O.

Riddle &amp; Co., T. P., hay and grain.

## LOUISVILLE, KY.

Board of Trade Members.  
 Bingham-Hewett Gr. Co., receivers-shippers of grain.\*

Edinger &amp; Co., grain, hay, flour.

Farmer &amp; Sons, Oscar, hay, grain and feeds.\*

Kentucky Public Elevator Co., storers and shippers.\*

Schuff &amp; Co., A. C., specialty white mfg. corn, wh./\*

Verhoeff &amp; Co., H., receivers and shippers.\*

Zorn &amp; Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MEMPHIS, TENN.

Merchants Exchange Members.  
 Anderson, Embrey E., grain, hay, ear corn specialty.\*

Browne, Walter M., broker &amp; com., consignments.\*

Burton, E. E., broker and commission merchant.\*

Bluff City Grain Co., all grains, oats a specialty.\*

Cereal Byproducts Co., everything for mixed feeds.

Clark-Burke &amp; Co., grain and hay.\*

Cook, L. P., receiver and shipper.

Davis &amp; Andrews Co., grain, mixed feed.\*

Denyer &amp; Co., brokers and commission.\*

Eagar-Morgan Co., mixed feed manufacturers, grain.

Hasenwinkle, H. J., consignments.

Horton &amp; Co., J. B., grain dealers.

International Sugar Feed No. 2 Co. mfrs., swt. mx. fd.

Jones, Lee D., grain dealers.\*

Lovitt &amp; Co., L. B., cotton seed and peanut products.

Marks &amp; Anderson, wholesale grain, hay, mixed feed.

Memphis Milling Co., high grade mixed feed.\*

National Brokerage Co., flour, grain, feed brokers.\*

Mississippi Elevator Co., grain dealers, feed mfrs.\*

Nessly Co., J. L., broker, com., alf. meal, molasses.\*

Patteson &amp; Co., G. E., mfrs., mixed feed, grain.\*

Pease &amp; Dwyer, grain, mixed feed.\*

Riverside Elevator &amp; Warehouse, broker &amp; whse'man.

Royal Feed &amp; Milling Co., mixed feed manufacturers.

Scruggs-Robinson Co., brok., com., mer., consignments.\*

Sessum Coal &amp; Grain Co., grain, mixed feed.

Stout-Hunt Milling Co., flour and corn meal.

Tate &amp; Co., J. E., wholesale grain dealers.

U. S. Feed Co., grain, hay, mill feed.\*

Wade &amp; Sons, Inc., John, grain, feed, flour.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

Alley, A. A., dealers &amp; broker, grain and seeds.

## MIDDLETOWN, CONN.

Meech &amp; Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*

Franke Grain Co., feeds, grain, hay.

Godfrey-Blanchard Co., grain receivers.\*

Kamm Company, P. C., barley and rye.\*

Quinn Shepherdson Co., receivers &amp; shippers.

Rankin, M. G., &amp; Co., grain and feed.

Rialto Elvtr. Co., grain receivers and shippers.\*

Taylor &amp; Bourne Co., grain merchants.\*

Thayer &amp; Co., C. H., receivers &amp; shippers.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.

Benson, Stabeck Co., grain commission.\*

Cargill Commission Co., grain commission.

Carter, Sammis &amp; Co., grain commission.

Cereal Grading Co., grain merchants.\*

Chambers-Mackay Co., screenings &amp; mill feed.

Dalrymple Co., William, grain commission.\*

Davies &amp; Co., F. M., grain commission.\*

Gee Grain Co., G. E., receivers and shippers.

Getchell-Tanton Co., grain commission.

## MINNEAPOLIS (Continued).

Godfrey-Blanchard Co., grain receivers-shippers.\*  
 Gould Grain Co., receivers and shippers.\*  
 Hankinson & Co., H. L., grain commission.  
 Lewis & Co., Chas. E., consignments.\*  
 Malinquist & Co., C. A., receivers & shippers.  
 Marfield Grain Co., grain commission.\*  
 McCall Dinsmore Co., consignments solicited.\*  
 Quinn-Shepherdson Co., receivers and shippers.  
 Scroggins Grain Co., corn and oats.\*  
 Van Dusen-Harrington Co., grain merchants.\*  
 Welch Co., E. L., mill oats & screenings.\*  
 Wernli-Anderson Co., grain commission, screenings.  
 Woodward Newhouse Co., grain merchants.  
 Zimmerman, Otto A., barley and oats my specialty.

## MURFREESBORO, TENN.

Murfreesboro Mill Co., high grade flour and meal.

## NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.\*  
 Bennett & Co., John C., brokers.\*  
 Crozier & Co., W. H., receivers and shippers.\*  
 Daugherty-Vincent Grain Co., receivers and shippers.\*  
 Gillette Grain Co., The, operators steel elevator.\*  
 Hale & Sons, J. R., receivers and shippers.\*  
 Hermitage Elvtr. & Warehouse Co., public storage.\*  
 Jones & Co., Chas. D., receivers and shippers.\*  
 Kerr, S. S., receiver and shipper.\*  
 Liberty Mills, flour and feed.\*  
 Mero Mills, FLavo FLour, feeds.\*  
 Nashville Grain & Feed Co., receivers and shippers.  
 Nashville Roller Mills, self rising flour mfrs.\*  
 Nashville Warehouse & Elvtr. Co., public storage.\*  
 Neil Shofner Grain Co., receivers and shippers.\*  
 Rex Mill & Feed Co., grain and feeds.\*  
 Tate, W. R., receiver and shipper.\*  
 Tennessee Grain Co., receivers and shippers.\*  
 Tyner & Co., John A., corn, wheat, oats, seeds.\*  
 Wilkes & Co., J. H., grain, flour, feeds.\*  
 Werke & Co., R. H., grain, feed, hay.

## NEWARK, N. J.

Smith &amp; Wallace Co., J. C., receivers, shippers.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

## NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. ft. brok. &amp; forwarders.\*

## NEW YORK CITY.

Produce Exchange Members.  
 Bolle-Watson Co., Inc., receivers and exporters.  
 Brainard Commission Co., consignments.\*  
 Jones & Co., M. B., buyers—quote us.\*  
 Knight & Company, commission merchants.\*  
 Morey, L. A., grain.  
 Schwartz & Co., B. F., commission merchants.\*  
 Therrien, A. F., broker.\*

## NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.\*

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
 Cozart Grain Co., C. B., grain merchants.  
 Conyers Grain Co., grain merchants.\*  
 Dustin Grain Co., grain, feed, seeds.\*  
 Langenberg Bros. Grain Co., grain merchants.  
 Maney Export Co., grain merchants.  
 Marshall-Jacobson Grain Co., grain, feed, seeds.\*  
 Mid-West Grain Co., grain merchants.  
 Oklahoma Export Co., grain commission.\*  
 Okla. City M. & E. Co., grain merchants, millers.\*  
 Rutledge Grain Co., commission merchants.  
 Perkins Grain Co., W. L., commission merchants.\*  
 Polson & Co., C. A., commission merchants.  
 Stinnett Grain Co., grain merchants.\*  
 Stowers Grain Co., W. B., commission merchants.

## OMAHA, NEBR.

Grain Exchange Members.

Adams-Reitz Grain Co., consignments.  
 Beal Commission Co., consignments a specialty.  
 Butler Welsh Grain Co., grain merchants.\*  
 Carlisle Grain Co., S. S., consignments.\*  
 Cope & Kearney, grain commission.  
 Crowell Elevator Co., receivers, shippers.\*  
 Dawson Grain Co., grain merchants.  
 Holmquist Elevator Co., receivers and shippers.\*  
 Kern Co., brokers and commission merchants.\*  
 Maney Grain Co., The, consignments.\*  
 Merriam Commission Co., consignments.\*  
 Miller Wilson Grain Co., receivers and shippers.  
 Nye Schneider Fowler Grain Co., consignments.\*  
 Oswald Delaney Grain Co., consignments.  
 Roberts Grain Co., Geo. A., grain merchants.  
 Rothschild Grain Co., corn and oats.\*  
 Stockham Grain Co., E., commission merchants.\*  
 Trans-Mississippi Grain Co., receivers and shippers.\*  
 United Grain Co., grain commission.  
 Updike Grain Co., consignments.\*  
 Vanderslice Lynds Co., consignments.\*

## PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
 Bowman & Co., Geo. L., grain commission.  
 Buckley & Co., grain and seeds.\*  
 Cole Grain Co., Geo. W., receivers and shippers.\*  
 Conover Grain Co., E. B., grain commission.\*  
 Dewey & Sons, W. W., grain commission.\*  
 Feltman Grain Co., C. H., grain commission.\*  
 Grer & Co., T. A., grain commission.\*  
 Harwood-Young Co., grain commission.\*  
 Luke Grain Co., grain commission.\*  
 McFadden & Co., G. C., consignments.  
 McCreadden & Son, J. A., wheat, corn, oats.\*  
 Miles, P. B., & C. C., grain commission.\*  
 Mueller Grain Co., receivers and shippers.\*  
 Slick, L. E., consignments solicited.  
 Turner Hudnut Co., receivers and shippers.\*  
 Tyng Grain Co., commission merchants.\*  
 Warren Commission Co., consignments.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
 Dunwoody Co., Ezl., flour, grain, feed.\*  
 Lemont & Son, E. K., hay, grain, millfeed.\*  
 Miller & Sons, L. F., grain, seeds, hay.\*  
 Richardson Bros., grain, flour, millfeeds.\*  
 Richardson, Geo. M., grain and feeds.\*  
 Rogers & Co., E. L., hay, straw, grain, feed.\*  
 Smith, Monroe A., grain and feeds.  
 Taylor & Bourne Co., grain merchants.\*  
 Young & Co., S. H., wheat, corn, oats.

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.\*  
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 Young Grain Co., grain receivers, shippers.  
 Zahm & Co., J. F., grain seeds.\*

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 Groth, Samuel U., milling wheat and feed.  
 Hayes Grain Co., John, Okla.-Kan. wheat for mills.  
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RECEIVERS OF  
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FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

## J. H. DOLE & COMPANY

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226 South La Salle Street

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SHIP US THAT NEXT CAR

J. C. SHAFFER & CO.  
Grain Merchants  
234 So. La Salle Street  
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# BARLEY

Two Rowed and  
Heavy White  
Barley Wanted

Send Samples

THE QUAKER OATS  
COMPANY  
Grain Department  
CHICAGO

### F. S. LEWIS & CO.

GRAIN AND PROVISIONS

Correspondence Invited  
50 Board of Trade CHICAGO

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COMMISSION MERCHANTS

GRAIN HAY STRAW  
66 BOARD OF TRADE, CHICAGO

CONSIGN YOUR GRAIN TO

## ReQua Brothers

for Best Sales and Prompt Returns

All Our Grain Handled by Our Own Experts  
W. M. TIMBERLAKE, Mgr. Grain Dept.

85 and 86 Board of Trade

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Corn  
Oats  
Wheat

Barley  
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GRAIN  
1874 COMMISSION 1920  
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Over Forty Years of Service  
in the Grain Trade

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6 Board of Trade CHICAGO

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Manufacturers of  
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SOLICIT YOUR CONSIGNMENTS OF GRAIN AND SEEDS  
ALSO HEDGING ORDERS

77 Board of Trade

Chicago, Illinois

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CASH GRAIN ONLY  
Consignments—Sales to Arrive

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Personal attention given  
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Solicit your sales of TO ARRIVE  
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TRY US

WEBSTER BUILDING CHICAGO

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*"The Reliable Consignment House"*

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The Unfailing Choice of Men  
of Good Judgment Is UsuallyBridge & Leonard  
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We announce our removal to Suite  
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Fones is in charge of our CASH  
GRAIN. Write for Wagner Summer  
Essays on grain. Ship to Wagner.  
Phone Fones. E. W. WAGNER &  
CO., 28 years in business. Grains,  
Securities, Cotton, Provisions.

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CARHART CODE HARWOOD CO.  
Grain Commission  
Board of Trade CHICAGO Chamber of Commerce PEORIA

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in the GRAIN DEALERS JOURNAL make wants known to  
everyone connected with the grain trade. If you desire to  
buy or rent, sell or lease an elevator or anything used by grain  
dealers, try a JOURNAL want ad twice a month and your  
want will soon be satisfied.THE CORN EXCHANGE NATIONAL BANK  
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## ACCOUNTS OF GRAIN MERCHANTS INVITED

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**C. P. BLACKBURN & CO.**  
COMMISSION MERCHANTS  
Grain Receivers Exporters  
Sell to US Consign to US

**CONSIGNMENTS A SPECIALTY**  
**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

Established 1888  
**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
BALTIMORE MARYLAND

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Commission Merchants  
GRAIN - HAY - SEEDS  
308-310 Chamber of Commerce, BALTIMORE

**Baltimore Grain Co.**  
Consignments  
Baltimore Maryland

**If It's Off Grade  
We Know Values**  
HENRY E. WACK & CO., Inc.  
Baltimore, Md.  
Liberal Advances. 100% Service on  
Consignments.

Produce Exchange  
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Produce Exchange  
Members

**Brainard Commission Co.**  
Receivers and Exporters  
**OATS and BARLEY**  
Send samples all off grade grains  
Consignments Solicited  
Produce Exchange, NEW YORK

**BOLLE-WATSON CO., Inc.**  
RECEIVERS AND EXPORTERS  
**WHEAT-CORN-OATS-RYE-BARLEY**  
OIL CAKE and MEALS  
CONSIGNMENTS SOLICITED  
115 Produce Exchange N. Y. CITY

**KNIGHT & COMPANY**  
Grain Brokers and  
Commission Merchants  
CONSIGNMENTS SOLICITED  
New York Chicago Baltimore

**L. W. FORBELL & CO.**  
Strictly Commission Merchants  
Specialists in WHEAT, CORN, OATS  
Consignments Solicited  
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is where all grain dealers look for anything special they want. It is the market place of the grain and field seed trades, covering the entire country twice a month. The quality of our circulation insures representative replies to all Want advertisements and in many cases results are immediate.

Grain Exchange  
Members

# SIOUX CITY

Grain Exchange  
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**Terminal Grain Corporation**  
RECEIVERS and SHIPPERS  
Consignments Solicited  
SIOUX CITY, IOWA

**SLAUGHTER-BURKE GRAIN CO.**  
RECEIVERS—SHIPPERS  
SIOUX CITY, IOWA SIOUX FALLS, S. DAK.  
Get Our Quotations on Corn  
and Oats

**RUMSEY & COMPANY**  
Sioux City Chicago  
Grain Business in All Branches

**L. C. BUTTON CO.**  
510-511 Grain Exchange, SIOUX CITY, IOWA  
General Grain and  
Commission Business  
USE US

## Dealers Will Be Interested



in our advertising matter describing APCO Feeds for live stock. We manufacture feeds for cattle, horses, hogs, sheep and poultry, with basis of best alfalfa meal combined with grain, molasses and other food elements. Best and cheapest feeds. Liberal terms to dealers. It will pay you well to handle and push the sale of APCO brands. You can safely and honestly recommend them to your trade.

We buy and sell grain, alfalfa and prairie hay, and solicit consignments. Quotations on request. It will pay you to get into business touch with us. Correspondence invited.

ALFALFA PRODUCTS CO., Dept. G, Sioux City, Iowa

**Record of C. N. D.  
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Quotation Record, Form 97A, is formed of sheets of bond paper ruled to facilitate the recording of daily market prices of different options.

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GRAIN DEALERS JOURNAL  
305 S. La Salle Street Chicago, Illinois

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628-29 Grain Exchange  
SIOUX CITY, IOWA  
BUYERS AND SELLERS  
CORN OATS BARLEY

Ask For Our Prices

on  
**GRAIN**  
GODFREY-BLANCHARD COMPANY  
SIOUX CITY  
MILWAUKEE  
SIOUX FALLS  
WE  
LOOK AFTER THE INTERESTS OF COUNTRY  
SUPPLIERS AND CONSUMERS

OUR advertisers are helping us to improve Grain Trade conditions. SHOW YOUR APPRECIATION, Mention G. D. J.

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KANSAS CITY

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# KAFIR-MILO MAIZE

PARKER CORN CO.

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7-8 Board of Trade

Real Service on  
ConsignmentsOperators 1,500,000  
BU. ELEVATOR

## FEDERAL GRAIN CO.

SUCCESSORS TO

AYLsworth GRAIN CO.

BOARD OF TRADE

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U. S. A.

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Kafir and Milo

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KANSAS CITY, MO.

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Prompt and Careful Attention Given ConsignmentsSHANNON GRAIN COMPANY  
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201-2 Board of Trade KANSAS CITY, MO.

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Shippers (a Specialty)  
MILL FEED and FLOUR  
Natural Feeding and Milling Corn, Oats,  
Barley, Kafir Corn and Milo Maize.  
Bulk or Sacked.

657-660 Gibraltar Bldg., Kansas City, Mo.

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Wheat, Corn, Oats, Kaffir, Milo  
Consignment Specialists  
244 Glover Bldg., KANSAS CITY, MO.

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Grain Bought and Sold for Future Delivery  
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CORN  
KANSAS CITY, MO.CONSIGNMENTS  
We specialize in  
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KANSAS CITY  
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B E Y E R  
Mill Feed Mill Orders  
CONSIGNMENTSYes Sir!  
We Handle  
CONSIGNMENTS  
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S.H. MILLER GRAIN CO.  
KANSAS CITY, MO.A. C. DAVIS GRAIN CO.  
Grain Commission  
Mill Orders a Specialty  
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KANSAS CITY, U. S. A.

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Board of Trade, KANSAS CITY, MO.

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*The last word in  
Consignment Service*

## KANSAS CITY

A GOOD MARKET FOR CORN AND OATS

CONSIGN TO

## MOORE-LAWLESS GRAIN COMPANY

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## Ship Us Your Corn, Oats and Wheat

Regardless Of Its Condition

We operate the Superior Elevator  
equipped with all modern machinery  
for handling grain

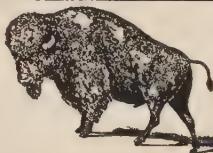
## PRATT & CO.

OPERATORS OF  
SUPERIOR ELEVATOR

910 Chamber of Commerce, Buffalo, N.Y.

## THE CHURCHILL GRAIN & SEED COMPANY RECEIVERS AND SHIPPERS

BUFFALO, NEW YORK



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Receivers, Forwarders and Commission  
Consignments Solicited

Est. 1903

Barley a Specialty



**Follow the Flag**

It Leads to Success  
CONSIGNMENTS

URMSTON GRAIN COMPANY  
Buffalo, N.Y. Indianapolis, Ind.

## A. W. HAROLD GRAIN BARLEY A Specialty

717 Chamber of Commerce

BUFFALO, N.Y.

TO BUY  
SELL  
RENT or  
LEASE an  
ELEVATOR

Place an ad. in the "Wanted" or "For Sale"  
columns of the GRAIN DEALERS JOURNAL  
of Chicago. It will bring you quick returns.

Electric  
Consignment  
Service

A reliable service designed  
to meet the requirements of  
shippers to the Buffalo Mar-  
ket. We solicit your shipments.

ELECTRIC  
GRAIN ELEVATOR  
CO., BUFFALO

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Halliday Elevator Company  
GRAIN DEALERS  
CAIRO, ILL.

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MAGEE-LYNCH GRAIN CO. Request daily card bids  
CAIRO, ILL. Sell or Consign Us

# DO IT NOW

Place your name and business before the progressive grain elevator  
men of the entire country by advertising in the Grain Dealers  
Journal. It reaches them twice each month.

## The GRAIN DEALERS JOURNAL.

Produce Exchange  
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Produce Exchange  
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Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered prices.  
Solicit Consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade.

## Clover Seed

International Game, played in Toledo, Ohio.  
Providence does dealing. When "Sandy" favor  
C. A. KING & CO.  
Like Billy Sunday, they deal in cash and futures

S. L. Rice      Geo. D. Woodman  
RICE GRAIN CO.  
TOLEDO, OHIO  
Milling Wheat      Cash Grain  
Mill FeedsConsignments      Futures  
H. W. DeVORE & CO.  
Our Aim To Serve  
Toledo      Chicago

TOLEDO  
J.F. ZAHM & Co.  
HERE SINCE '79

We have no grain of our own to  
sell so can give your shipments our  
undivided attention.

WHEAT—CORN  
OATS—RYE—SEED  
Why not Consign—All the Time?

## WUD U SELL OUT?

Then read the advertisements in the "Elevators Wanted" column of the Grain Dealers Journal, or better still, advertise your property in the "Elevators For Sale" columns of the Grain Dealers Journal, and get your own price for it.

•Grain Dealers Journal,      La Salle St., Chicago

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**"Follow The Flag"**  
With Your Shipments  
URMSTON GRAIN COMPANY  
INDIANAPOLIS, IND.

## BELT ELEVATOR &amp; FEED CO.

Fred Vawter

INDIANAPOLIS, IND.

## Commission—GRAIN—Brokerage

When we get your trade we will be just as  
anxious to hold it as we are now solicitous  
about having you send a trial car.

Established 1883

## H. E. KINNEY GRAIN CO.

617 Board of Trade

INDIANAPOLIS, IND.

SAM J. BRUCE, Manager Consignment  
Department

## Hayward-Rich Grain Co.

## GRAIN COMMISSION

511 Board of Trade Building  
INDIANAPOLIS, IND.

**Consign to GOLDBERG GRAIN COMPANY**  
AND GET THE FULL MARKET PRICE EVERY TIME

## MERCHANTS HAY &amp; GRAIN CO.

INDIANAPOLIS, IND.

## HAY, GRAIN AND MILL FEED

We Solicit Your Consignments

Phone { Bell 1857      515 Board of Trade  
Auto 28-413Cash  
and  
FuturesPrivate  
WireTry Our Indianapolis Service  
on Your Consignments

## The Lew Hill Grain Co.

(Incorporated—Capital Stock \$50,000)

## GRAIN

## Commission and Brokerage

Board of Trade      Indianapolis, Ind.

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## GRAIN COMMISSION

Members Chicago Board of Trade

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Indianapolis, Ind.

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## Put Your Name

where everyone identified  
with the grain trade will  
see it and keep it there.

THAT IS IN THE

Grain Dealers Journal  
OF CHICAGO

## WM. R. EVANS GRAIN CO.

## Commission and Brokerage

Our experience will get you the results you are  
after. Send us your corn and oat shipments.

Board of Trade Bldg.      Indianapolis, Ind.

## Shippers

in the Northwest read this page;  
your "ad" will be read too if you  
place it here.

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# PEORIA

Board of Trade  
Members

Consign Your  
**WHEAT - CORN - OATS**  
TO  
**J. A. McCREERY & SON**  
PEORIA  
"The Top of the Market for You"

Turner-Hudnut Company  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

**BUCKLEY & COMPANY**  
Commission Merchants  
**GRAIN AND SEEDS**  
10 Chamber of Commerce PEORIA, ILL.

**HARWOOD-YOUNG CO.**  
House of "H-Y" Service  
Board of Trade Peoria, Ill.

**G. C. McFADDEN & CO.**  
Merchandisers of Grain  
Shippers of Corn and Oats  
Members Chicago Board of Trade PEORIA, ILL.

Consign your Grain to  
**WARREN COM. CO.**  
If you prefer to sell to arrive  
wire or 'phone for bids.

**MUELLER GRAIN COMPANY**  
Receivers and Shippers  
**GRAIN**  
Consignments Solicited. Track Bids Made on Request  
Room 38 Chamber of Commerce, Peoria, Ill.

**Geo. L. Bowman & Co.**  
GRAIN COMMISSION  
24 Board of Trade PEORIA, ILL.

Peoria offers a strong outlet for  
**NEW CORN**  
**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
26 CHAMBER OF COMMERCE, PEORIA, ILL.

Trade restrictions are temporary. Your  
invested capital in good will and trade  
demand is permanent, providing you keep  
up your advertising in  
The Grain Dealers Journal

MEMBERS OF  
Peoria Board of Trade, Chicago Board of  
Trade, St. Louis Merchants'  
Exchange  
**S. C. BARTLETT CO.**  
Established 1870  
GRAIN COMMISSION MERCHANTS  
16 & 29 Chamber of Commerce, Peoria, Ill.

A Kansas dealer, who advertised  
his elevator for sale in the Journal, at  
a stipulated price, received so many  
replies from prospective buyers he  
decided to keep it.

## RECEIVERS, SHIPPERS AND BROKERS

**Cedar Rapids Grain Co.**  
RECEIVERS and SHIPPERS  
CEDAR RAPIDS, IOWA

**FEED MIXERS**  
Alfalfa Meal Reground Oat Feed  
Telegraph collect for delivered prices.  
**E. P. MUELLER**  
5 N. La Salle St. Chicago, Ill.

**L. E. SLICK**  
..Grain..  
Call us for track bids  
Consignments Solicited  
Peoria -- Illinois -- Bloomington

**JAQUITH, PARKER, SMITH & CO.**  
708 Cham. of Com., BOSTON, MASS.  
We buy all kinds of Grain and Mill  
Feed, Sample Feed Wheat, Barley,  
Milo, Kaffir Corn, etc., for  
NEW ENGLAND AND EASTERN TRADE  
Send Samples—Write Us

**KANSAS NATURAL**  
MILLING

**WHEAT**

Hard or Soft

Direct from Country Points — via any road

WIRE US FOR PRICES

**Paul Kuhn & Co.**  
Receivers and Shippers  
**GRAIN**  
Terre Haute and Evansville, Ind.

**EMPORIA ELEV. & FEEDING CO.**

Grain Department

Resources \$200,000.00

EMPORIA, KAN.

**E. I. BAILEY**  
CLEVELAND, OHIO  
Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
Ask for Prices

CONSIGN  
**WHEAT - CORN - OATS**  
—TO—  
**DUMONT, ROBERTS & CO.**  
301-2 Cham. of Com., DETROIT  
"The top o' the market to you."

**MATTHEW D. BENZAQUIN**  
GRAIN AND FEED  
Brokerage and Commission  
DOMESTIC and EXPORT  
505 Chamber of Commerce, Boston, Mass.

**Grain Shippers**  
and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

# Associated Mill & Elevator Company

## KANSAS CITY

extends its greetings to the trade and announces it is in the market for domestic and foreign selling connections

This company now operates flour mills at Kingman, Kansas, and Morganville, Kansas. A new, modern mill, The "Liberty," of 2,500 barrels capacity, is now under construction in Kansas City, Missouri. Other mills will be purchased, or constructed, to complete its chain of mills covering the central wheat belt as rapidly as negotiations will permit.

**COMBINED CAPACITY NEARLY 3,500 BARRELS DAILY**

**OFFICERS:**

—  
H. C. NUNN  
President

E. R. McDONALD  
Vice-President  
PAUL NOBLE  
Secretary-Treasurer



**AUTHORIZED CAPITAL \$5,000,000**

Ask for samples and particulars.

General Offices: 1010 New York Life Building,  
KANSAS CITY, MO.

## RECEIVERS, SHIPPERS AND BROKERS

### PERIN BROS. CINCINNATI OHIO WANT CORN

#### S. J. BROWN

Grain Broker, Spokane, Wash.  
Accounts from reputable grain  
firms solicited.

#### The Fort Worth Elevators Company

FORT WORTH, TEXAS  
GRAIN, FEEDS, FIELD SEEDS AND PUBLIC STORAGE  
KAFFIR, MILO MAIZE FETERITA  
Wire or Write Us to Sell or Buy

Solicit inquiries for Natural and Kiln  
Dried Corn, Country White Oats

E. A. GRUBBS GRAIN CO.  
Greenville, Ohio

H. C. CARSON & CO.  
WHEAT—CORN—OATS—RYE—BEANS  
1548 Penobscot Bldg., DETROIT  
"CONSIGN TO CARSON"

Stockbridge Elevator Co.  
Wanted good sound Ear Corn  
Phone or wire your offering  
JACKSON MICHIGAN

#### C U B A

WE CAN SELL YOUR

CORN, OATS  
and OTHER GRAINS  
advantageously through-  
out the Island of Cuba.

VALLE, DUPEIRE Y CIA  
Teniente Rey 11 HABANA, CUBA

#### ARON & DESTEFANIS

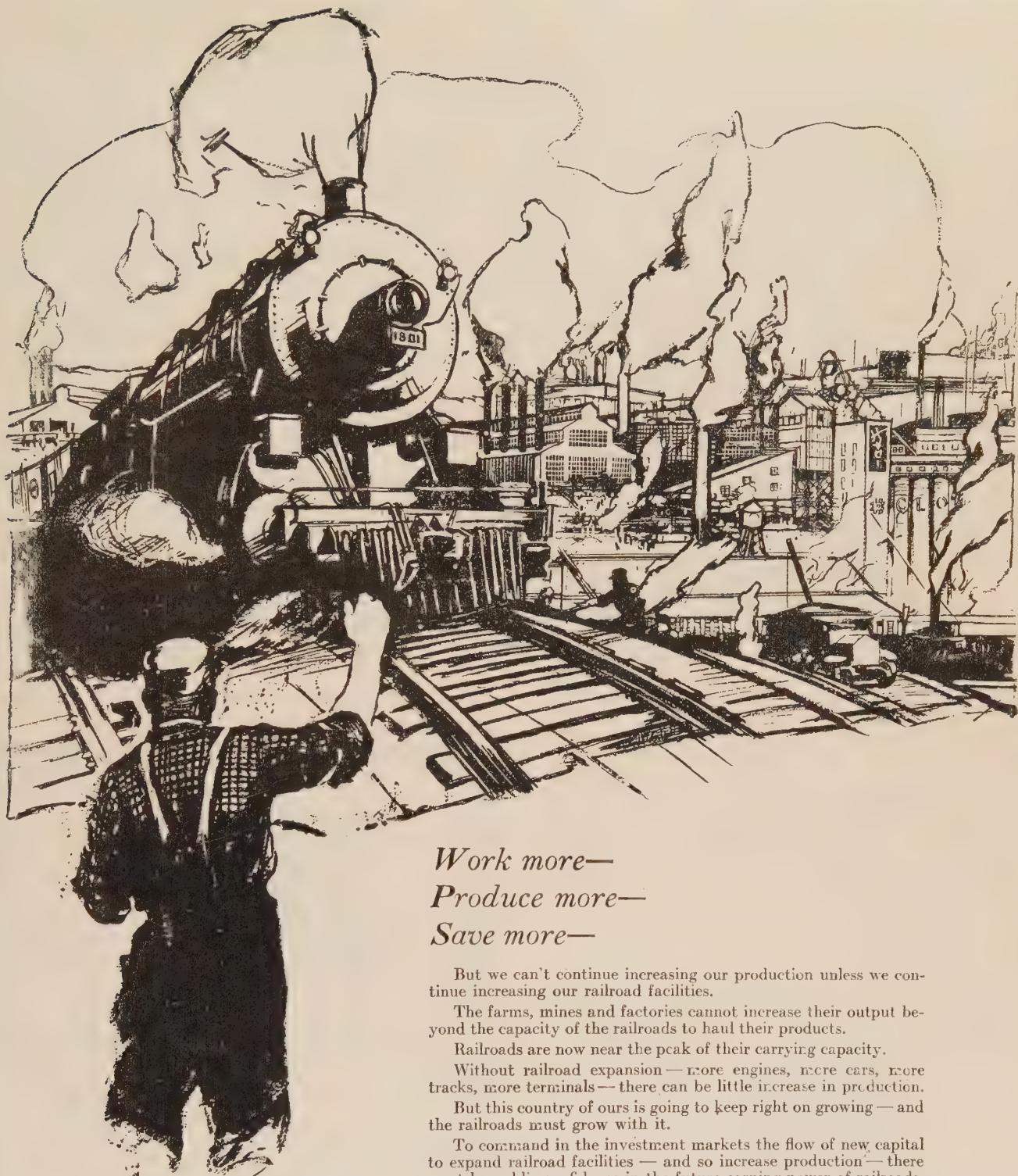
Brokers on the

Buenos Aires  
Future Market

Wheat Maize Linseed Oats  
Buenos Aires, Sarmiento 385  
Cable Address: "Arondes"

H. J. HASENWINKLE CO.  
Commission Merchants

MEMPHIS, TENN.



*Work more—  
Produce more—  
Save more—*

But we can't continue increasing our production unless we continue increasing our railroad facilities.

The farms, mines and factories cannot increase their output beyond the capacity of the railroads to haul their products.

Railroads are now near the peak of their carrying capacity.

Without railroad expansion—more engines, more cars, more tracks, more terminals—there can be little increase in production.

But this country of ours is going to keep right on growing—and the railroads must grow with it.

To command in the investment markets the flow of new capital to expand railroad facilities—and so increase production—there must be public confidence in the future earning power of railroads.

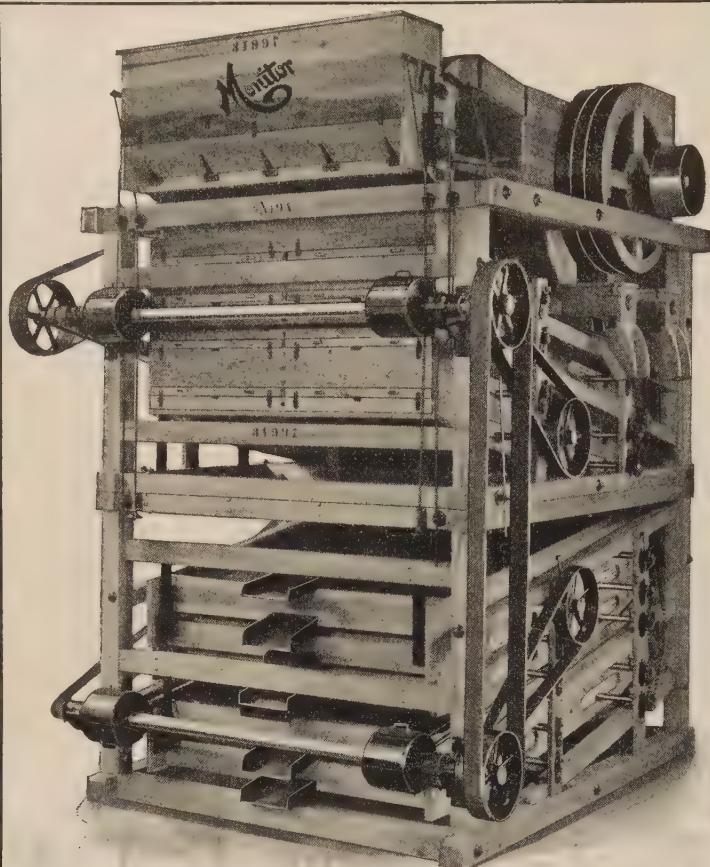
The nation's business can grow only as fast as the railroads grow.

*This advertisement is published by the  
Association of Railway Executives*

*Those desiring information concerning the railroad situation  
may obtain literature by writing to The Association of Railway  
Executives, 61 Broadway, New York.*

A vast amount of work now remains to be done which the intervention of war has necessarily delayed and accumulated, and the result is that \*\*\*\*\* very large capital expenditures ought to be made to make up for the interruptions inevitably due to the war and to prepare the railroads to serve adequately the increased traffic throughout the country.

—WALKER D. HINES,  
Director General of Railroads.



Canadian Plant—Huntley Mfg. Co., Ltd., Tilsonburg, Ont.

**The Production of REAL PROFIT is the Principal Business of the**

## **Monitor Screenings Separator**

Is there any reason that **YOU** should not get the profit in **YOUR** mixtures? When you dispose of screenings as they run you lose one of your best bets.

With a Monitor to handle the stock it is a sure thing proposition.

Don't waste time waiting—it's valuable.

**HUNTLEY MFG. CO.**  
**Silver Creek, N. Y.**

**A**S PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

**New York Belting & Packing Co.**

91-93 Chambers Street

NEW YORK

124-126 W. Lake Street  
CHICAGO, ILL.

2d Ave. N. and 3d Street  
MINNEAPOLIS, MINN.

218-220 Chestnut Street  
ST. LOUIS, MO.



## **35 YEARS AGO**

millers considered the Triumph a good sheller.

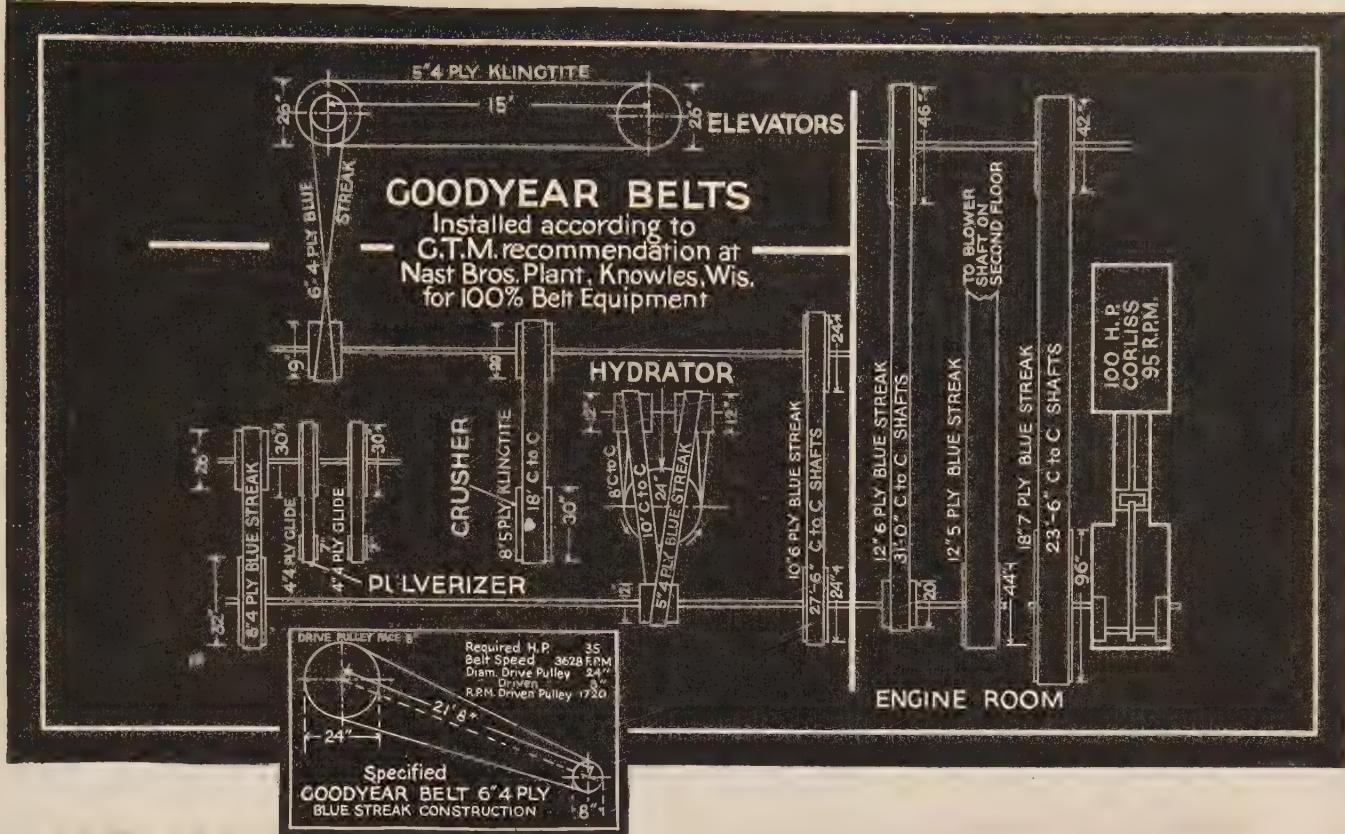
Today it is much better. It has kept up with the times. It has been greatly improved. It is simpler and does its work better than it ever did.

When you buy a Triumph Sheller you buy a proved machine. You buy a machine that has stood the test of 35 years of extensive use.

We want to send you a new and interesting bulletin on Triumph Corn Shellers. A postal will bring it to you.

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio

No. 1192



## One Belt, an Entire Plant—and the G. T. M.

***It all began with a belt-killer***—the pulverizer drive. Belts, with good luck, sometimes lasted a year on it. Even then, their short lives were full of trouble; for they stretched, jumped the pulleys, gaped at the plies. Then one day about two years ago, the G. T. M.—Goodyear Technical man—prescribed a 6-inch, 4-ply Goodyear Blue Streak Belt for service on that gruelling transmission from the 24-inch pulley of the drive shaft to the 8-inch pulley on the pulverizer.

**Today the whole plant** of Nast Brothers Lime & Stone Co., at Knowles, Wis., is standardized on Goodyear Belts. The initial installation, made in the Company's plant at Marblehead, Wis., on the basis of an expert analysis of actual conditions, has grown from that one Goodyear-served drive to a 100% Goodyear Belt equipment in the plant at Knowles. The study that effected savings in power and time and belt outlay was extended to an entire plant in a succession of analyses.

**Serving different types of drives**, the belts in the Nast plant today are of varying lengths and widths, different ply and type, but they are all of the one quality—Goodyear. On the hydrator there's a 5-inch, 4-ply Goodyear Blue Streak for heavy duty. An 8-inch, 5-ply Klingtite is in the hard service of the crusher. A pair of 4-inch, 4-ply Goodyear Glides work on the pulverizer.

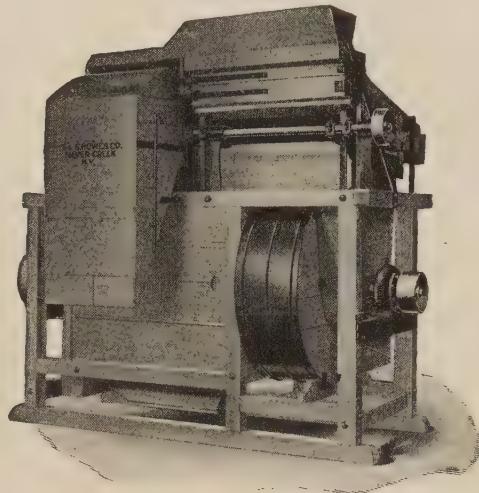
On the long reaches of the engine room shafting, where it's 23 to 31 feet from center to center, 6- and 7-ply Goodyear Blue Streaks unswervingly deliver full load of power.

**Each of them is G. T. M. specified** to its job. No one type of belt could do more than pretend to meet so many varying requirements. So the G. T. M. recommended application of the particular belt to the particular need. And Mr. Nast, constantly impressed with the 22 months' consistent, day-in, day-out, ten-hours-a-day performance of the original belt, met every G. T. M. recommendation with confidence.

*And in unison the Goodyear Belts* contribute to the plant operation the highest values of good belting. Flexible, they hold to the pulleys. Unstitched, they wear uniformly. They neither rip nor stretch. Judging, as Superintendent Koeding does, by the staying qualities of the original Goodyear Blue Streak, they will outlast by a year or more the life of the average belt. And their first cost was but little more.

**The same valuable service** from both the G. T. M. and Goodyear Belting is at your command. The G. T. M.'s analysis of a single drive or a whole plant is free to you. Our reward will come from it by the same process which resulted in the Nast Brothers standardization on 100% Goodyear Belt equipment.

Five of these giant machines are in operation in one house, clipping daily more oats than are consumed in two average size cities in a week.



*Ask someone who owns one!*

THE thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.

## "EUREKA" OAT CLIPPERS

have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

**S. HOWES COMPANY, Inc.**  
SILVER CREEK, N. Y.

REPRESENTATIVES

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J. E. Gambrill, 749 E. Church Street, Marion, Ohio  
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.  
F. E. Dorsey, 4015 Prospect Avenue, Kansas City, Mo.  
Chas. A. Barnard, 415 Lewis Bldg., Portland, Ore.

OUR MOTTO for over twenty-five years has been SAFETY FIRST. During these years we have equipped thousands of elevators with dust collecting systems to prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.



Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

**THE DAY COMPANY**  
Minneapolis, Minn.

## DOCKAGE TESTER

Adopted by  
U. S. GOVERNMENT

Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

### THE EMERSON

is no experiment. It is  
and officials who must  
times and under all

Can Be  
Furnished  
with Motor Drive

### NEW KICKER

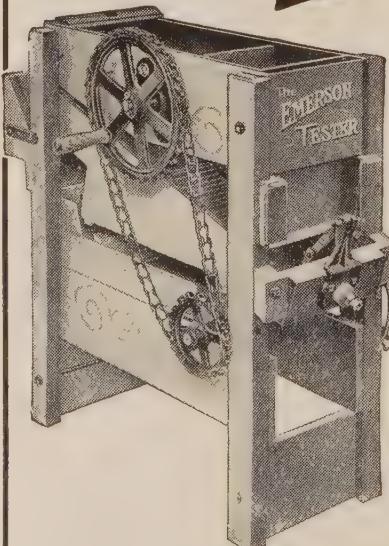
used by all grain men  
have accuracy at all  
conditions.

## 10,000 KICKERS

are now in use—the Government uses over 100—Line, Independent and Farmers Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

Write for pamphlet  
and particulars.

**Emerson Mfg. Co.**  
2819 Lyndale Ave. So.  
Minneapolis, Minn.  
Winnipeg, Can.



WATERBURY CORDAGE

TO MAKE A SHORT SPLICE



Figure 1



Figure 2



Figure 3

To make a short splice, unlay the strands of each rope to convenient length. Bring the ropes together so that each strand of one rope lies between the two consecutive strands of the other rope. Draw the strands of the second rope along the second, and grasp with the hand. Then work a free strand of the second rope over the nearest strand of

WATERBURY CORDAGE

first rope and under the second strand, working in a direction opposite to the twist of the rope. The same operation applied to all the strands will give the result shown by Fig. 2. The splicing may be continued in the same manner to any extent (Fig. 3) and the free ends of the strands may be cut off when desired. The splice may be neatly tapered by cutting out a few fibres from each every time it is passed through the rope. Rolling under a board or the foot will make the splice compact.

TO MAKE A LONG SPLICE

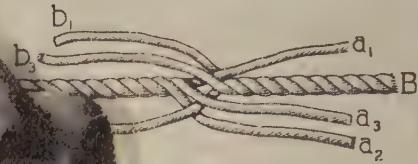


Figure 4

long splice, Figs. 4 and 5, the strands of one rope are unlaid for a greater distance than in the short splice and the ends brought together so that the strands interlacing. Instead of drawing the rope, unlaid a1 (one of the strands of A) for a considerable distance, then bring up b1 (the adjoining strand of B) and work a strand of B

PAGE 182



PAGE 183

## Waterbury Cordage

If it's cordage, the Waterbury brand is all you have to look for. The Waterbury Company has made that brand mean standard quality for more than a hundred years on every sort of cordage, from twine to 15-inch hawsers.

All the rope "dope" that a century of experience has accumulated is yours for ready reference in the Waterbury Rope Handbook. Ask for a copy. It's free.

**WATERBURY COMPANY**  
63 PARK ROW, NEW YORK

CHICAGO.....1315-1321 W. Congress Street  
SAN FRANCISCO.....151-161 Main Street

NEW ORLEANS.....1018 Maison Blanche Bldg.  
DALLAS, TEXAS.....A. T. Powell & Co.

2352-W



# 80% Of All Fires

originating in the interior of an elevator start in the elevator leg. This startling fact, made known by the mutual companies after long investigation, proves

the disastrous risks taken by elevator owners who install wooden elevator legs. It also proves the efficacy of



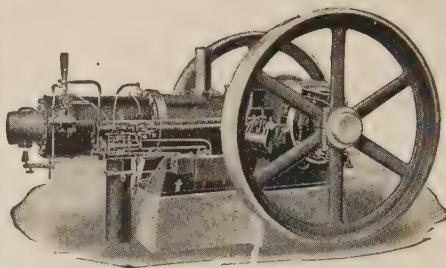
## STEEL Elevator Legs

which reduce to the lowest possible minimum all danger of fire in the elevator leg.

Elevator owners will find it to their advantage to install steel elevator legs. The cost of elevator construction is so high and the present urgent need of grain storage is so great that they cannot afford the risk of anything but fireproof equipment.

There is a steel elevator leg designed especially for your elevator. Ask us for more information about it.

**Skillin & Richards Mfg. Co.**  
4516-60 Cortland Street  
Chicago, Illinois



## Real Power—

the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

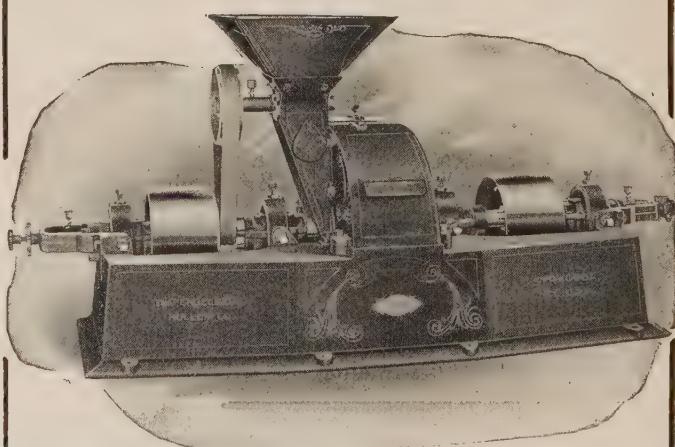
### Reasons Why

Lower Fuel Cost	Steadier Power
Closer Regulation	Greater Reliability
No Shut-downs	Fewer Repairs
More Power	Lower Upkeep

*Write for proof of facts.*

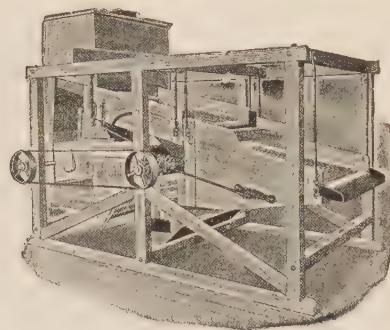
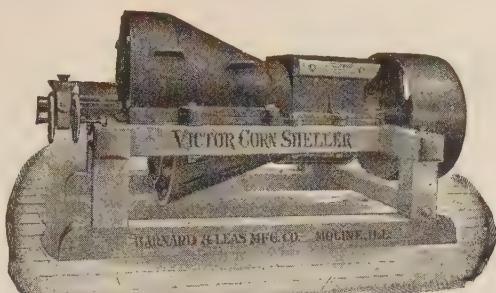
**MUNCIE OIL ENGINE CO.**  
518 JACKSON STREET MUNCIE, IND.

## You Cannot Judge A Mill by the Advertised Description



If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

**THE ENGELBERG HULLER CO.**  
831 W. Fayette Street SYRACUSE, N. Y.



## It's Not Too Early To Start Checking Up Your Elevator Equipment

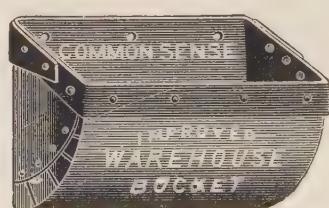
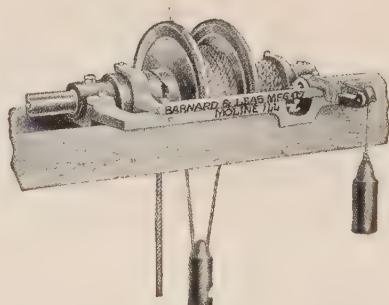
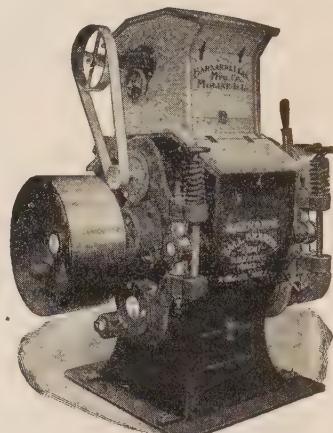
If it is your Corn Rolls that need to be ground and recorrugated, send them to us; we are prepared to give you Quick Service and a job you'll be proud of. Our large roll grinding plant, under supervision of experts, is the most efficient plant in the central west.

If it is a breakdown, and you need the necessary new parts quickly, wire us and we will have it on the way to you in a very short time. We give orders of this nature special attention.

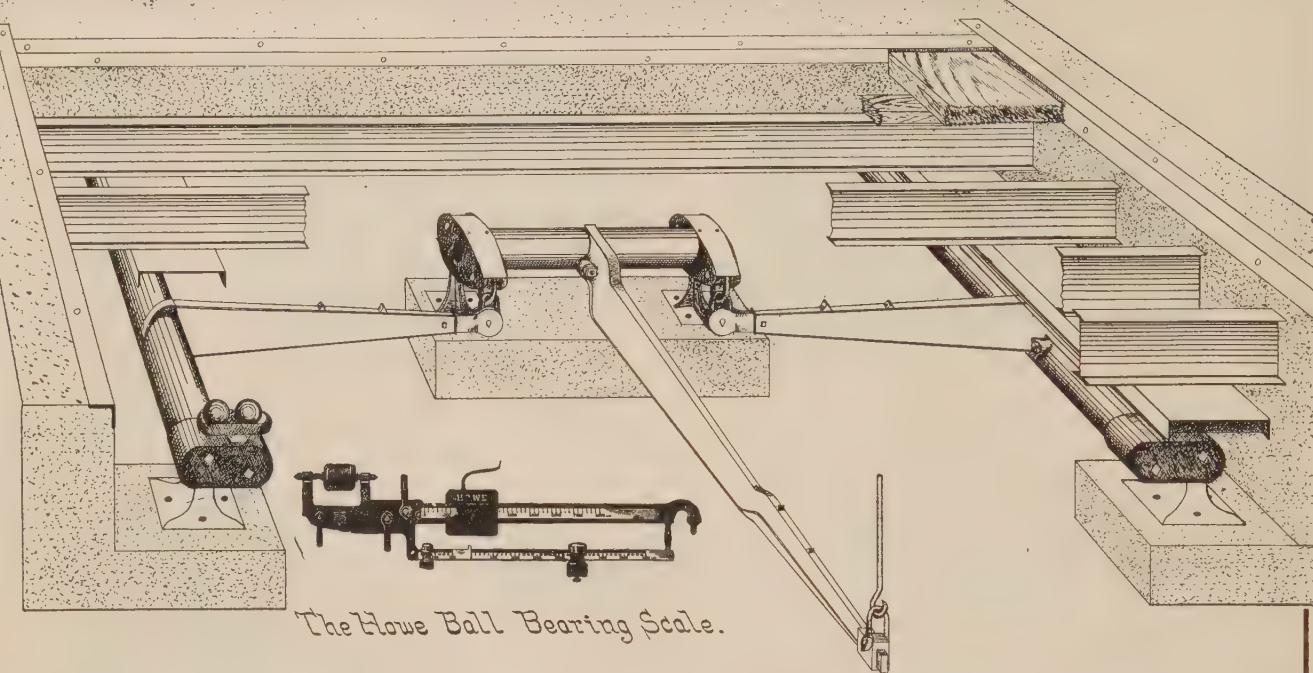
Probably you need some new Elevator Heads, Boots, Cups, etc. We carry in stock, ready for prompt shipment, a very large supply of Elevator and Feed Mill Supplies, also a full line of Corn Shellers and Cleaners, Separators, Feed Mills, etc. We are in position to give you quick service on all orders, large or small.

The Old Reliable Barnard-Moline line has been in use now 60 years. It is today giving thousands of Elevator Operators throughout the country complete satisfaction.

*Write for Special Elevator Equipment  
Catalog No. B-38*



**BARNARD & LEAS MFG. CO.**  
MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



The Howe Ball Bearing Scale.

### You will soon need an AUTO TRUCK SCALE.

The HOWE BALL BEARING has stood the test for 63 years and met all requirements. The MOST PRACTICAL SCALE made for weighing AUTO TRUCKS. The twisting, turning and suddenly stopping of an AUTO TRUCK, instead of being directly on the pivots, is taken care of by the Ball Bearings which are an exclusive feature of the Howe Scale.

*No expense in upkeep after the original cost of Scale  
Write us for prices. Send us your old scales to be refitted.*



Dust Protectors



Pulleys—All Kinds



Loading Spout Holders



Distributing Spouts



V Buckets—Salem and Empire



We are headquarters for all kinds of Elevator Machinery. Send us your list and let us quote prices. We can save you money. Let us quote you on complete machinery for your new elevator. We manufacture all sizes of Grain Spouting, Loading Spouts, etc.

### AMERICAN SUPPLY & MACHINERY CO.

1102-4 Farnam St., Omaha, Neb.

# REXALL DOUBLE — STITCHED CONVEYOR and ELEVATOR BELTING

## Records that Mean Something

Each time we hear of a Rexall belt with a service record a block long, we are naturally proud—but it doesn't mean so much to us as some other Rexall records that we have.

Picking out several individual instances of exceptional performance is really not so much of a belt test after all. The real test comes in showing what 1,000 or 2,000 belts are doing—week in and week out—under varying conditions throughout the country.

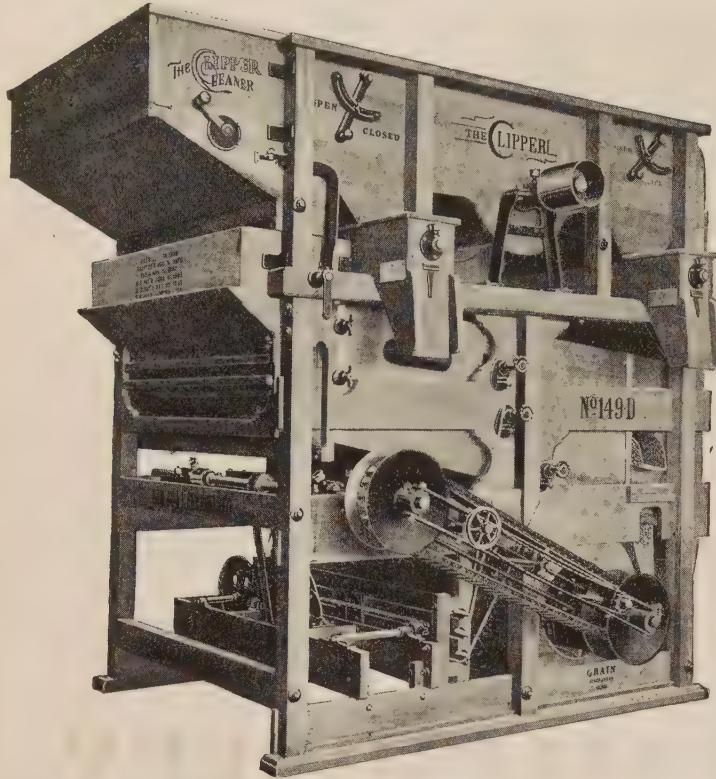
We would rather tell about thousands of Rexall belts delivering the regular dependable money-saving Rexall service than to pick out one or two instances of unusual interest.

Rexall belts can deliver the proof in both cases. Individually and collectively Rexall belts have made good. We can prove they wear longer, give less trouble and are most economical. Every time you buy belting that gives you less than the Rexall standard you lose money.

**Imperial Belting Company**  
Factory and General Offices--Chicago

Branches: New York, Pittsburgh, Detroit, Salt Lake City

## The "CLIPPER" DOUBLE SUCTION GRAIN CLEANER



**A. T. FERRELL & CO.**

No other machine has as many wonderful TIME SAVING and LABOR SAVING devices as the Clipper Cleaners. Skilled labor is daily becoming more difficult to secure. Every move, every minute saved will enable you the more easily to take care of your business.

The Variable Air Regulator enables you to secure any desired degree of air blast without any annoying changes of pulleys or shifting of belts. A simple turn of the wheel does the trick.

Our Double Screen System permits the oats screen and the wheat screen to be left constantly in the shoe. The grain is shifted by means of a gate onto the screen it is desired to use.

Our Traveling Brush System keeps the screens from clogging and the machine working at its highest efficiency ALL THE TIME.

Ball Bearings on Exhaust Fans reduce friction, eliminate hot bearings and save power.

The yearly balance sheet of the user of Clipper Cleaners shows that it pays to have the best that can be procured in the line of grain or seed cleaning machinery.

*Write for catalog*

**Saginaw, W. S., Mich.**

Throughout the entire year the highest standard of **QUALITY** will be found in

## INVINCIBLE

Cleaning and Packing  
Machinery.

**INVINCIBLE GRAIN CLEANER COMPANY**  
**SILVER CREEK, N. Y.**



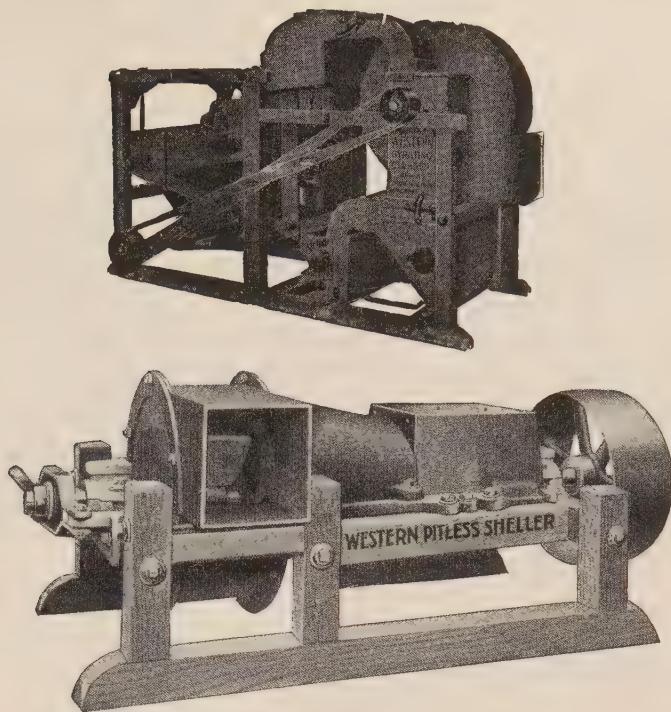
**The Only Non-poisonous Rat and Mouse Exterminator in the World**

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents.

*Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk.*

**THE BERG & BEARD MFG. CO., Inc., 100 Emerson Place,  
BROOKLYN, N. Y.**

**RID  
OF  
RATS**



## ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

**UNION IRON WORKS, Decatur, Ill.**

# ELEVATOR MACHINERY

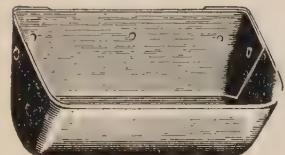
Direct from the Manufacturer

**Lower Prices      Guaranteed Equipment  
Prompt Shipments**



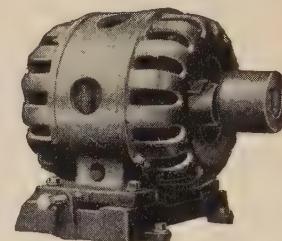
Iron, steel and wood pulleys  
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Friction clutch pulleys  
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Lifting jacks  
Coal handling supplies

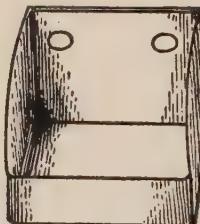
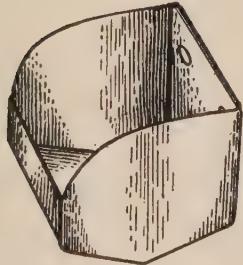


**R. R. Howell and Company - - Minneapolis, Minn.**

We have the largest stock of ELEVATOR EQUIPMENT and SUPPLIES in the Northwest. Our prices and goods are right, and we want your business. Our GENERAL CATALOG E-119 and discount sheet will be mailed on request. Get your copy now.



## “D P” SUPERIOR CUPS



### —the High Capacity, High Speed Cup

“D P” Superior elevator cups are not in the experimental stage; the actual performance of these cups is nothing short of remarkable. The combination of high speed, larger contents and reduced distance between cups results in a capacity four to five times that of ordinary cups of the same dimensions.

### Results Obtained

Perfect discharge at indicated low or high speed, A speed three times the ordinary, Contents 25 to 40% more than ordinary cups, Distance between cups reduced materially, Higher speed, reducing size of equipment and eliminating gears,—reduction of power consumed and initial cost.

Responsible concerns can try this cup at our risk! Write us!

## WHAT DO YOU NEED

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lightning Rods
Attrition Mill	Manlift
Bags and Burlap	Moisture Testers
Bearings { Ball	Oat Bleachers
{ Roller	Oat Clipper
Belting	Painting or Repairing
Boots	Portable Elevator
Buckets	Power { Gas Engine
Car Liners	{ Kerosene Engine
Car Loader	Motors
Car Mover	Power Shovel
Car Puller	Rolls for Cracking Corn
Car Seals	Sample Envelopes
Cleaner	Scales
Clover Huller	Scarfing Machine
Conveying Machinery	Self Contained Flour Mill
Distributor	Separator
Dump	Sheller
Dump Controller	Sieves
Dust Collector	Sliding-Roofing { Asbestos
Elevator Leg	{ Steel
Elevator Paint	Silent Chain Drive
Feed Mill	Spouting
Fire Barrels	Storage Tanks
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Gravity Cleaner	Transmission Rope

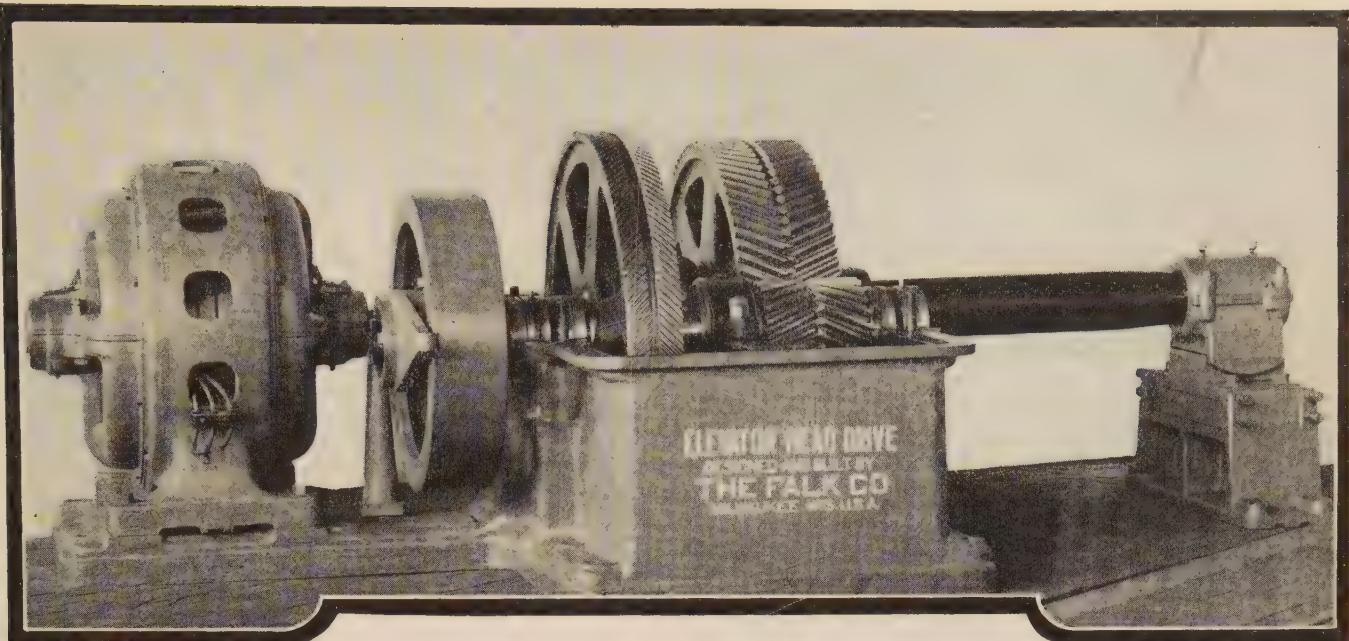
or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

**MOLINE MILL MAN'G. CO. SUPERIOR MILL MACHINERY**  
MOLINE, ILLINOIS, U.S.A.



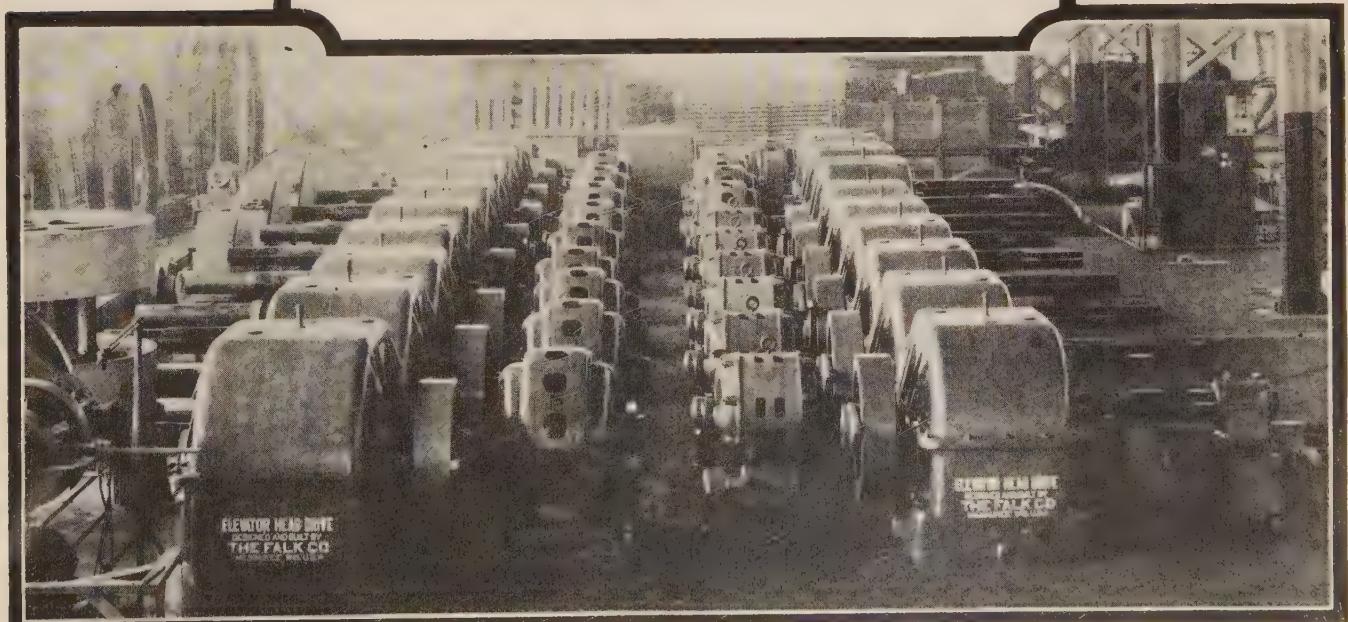
## Ready for the World's Most Modern Elevator

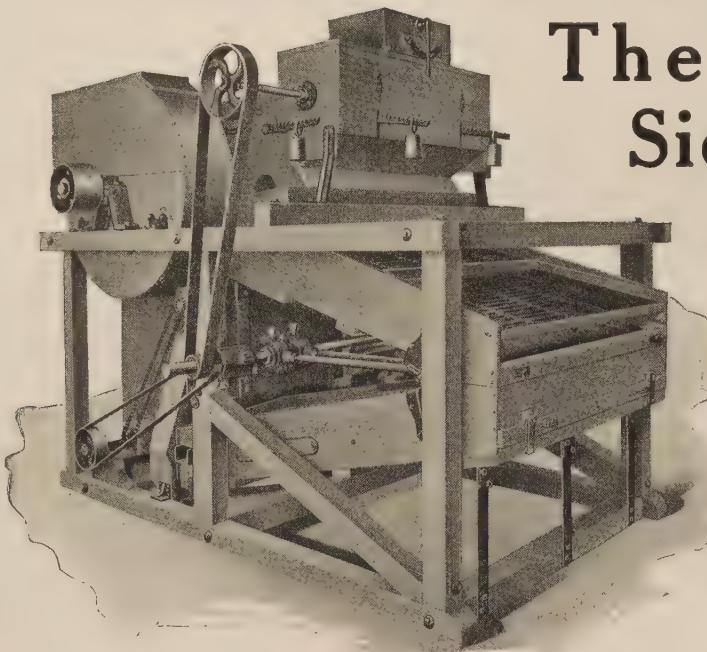
The Northern Central Elevator of 5,000,000 bus. capacity now being built by the James Stewart & Co., at Canton, Baltimore, Md., is designed to be the most efficient Grain handling plant ever built.

Elevator legs will be equipped with 100 and 150 h. p. motors having a speed of about 800 R.P.M. In order to reduce this speed to about 30 R.P.M., the speed of the head pulley, The Falk Co. designed herringbone reduction gears for all 19 legs.

Owing to the high efficiency and the saving in power consumption in these gears being so highly satisfactory, the James Stewart Co. have decided to use them on all drives requiring the necessary speed reduction.

**THE FALK CO.**  
Milwaukee, Wisconsin





## The Latest Model Sidney Cleaner

The most important machine in an elevator or mill is the cleaner. When it works well, it saves grain and trouble in every progressive operation.

The latest model "Sidney" Double Shoe Corn and Grain Cleaner illustrated here is perfection in every working part.

We guarantee it will clean corn, oats, wheat, rye and barley successfully.

Its simplicity saves trouble and insures durability.

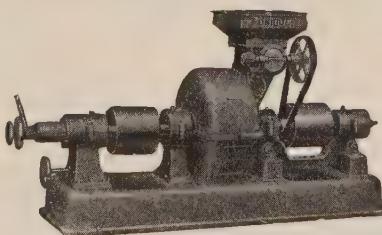
The shoes vibrate, but they are driven by opposed eccentrics, which causes the machine to run without vibrating the building.

Write for further particulars.

**The PHILIP SMITH MANUFACTURING CO., Sidney, Ohio**

### WHO SAYS

feed grinding does not pay? One customer wrote us, "I installed the Mill March 18th, 1919. Up to Dec. 28th, 1919, have ground 1500 tons at \$2.00 a ton, making \$3,000.00. My power cost me \$700.00."



Wasn't That Profitable?

Buy a—

### Unique Ball Bearing Feed Grinder

—the one that makes profits.  
DO IT NOW.

Write

**Robinson Mfg. Co.**

**Muncy, Pa.**

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Chicago Office: 416 Western Union Bldg. .... Chicago  
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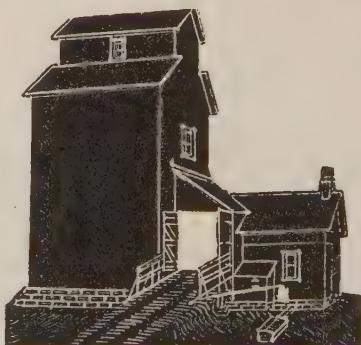


### I Am the Man You Want

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

**Grain Dealers Journal  
Want Ad.**

### FOR SALE



For particulars see "Elevators" For Sale columns of this Journal.

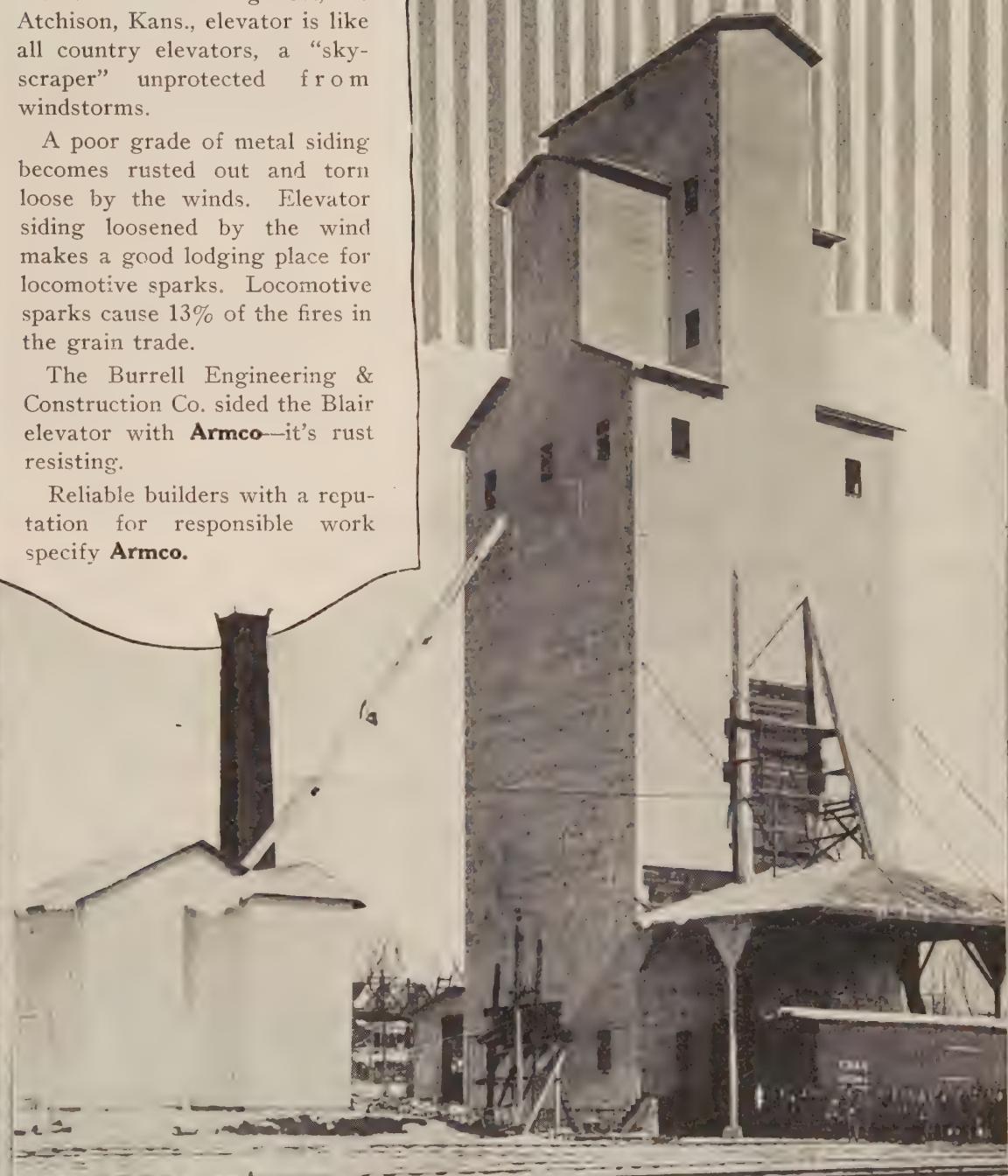
## Kansas Winds

The Blair Milling Co., at Atchison, Kans., elevator is like all country elevators, a "skyscraper" unprotected from windstorms.

A poor grade of metal siding becomes rusted out and torn loose by the winds. Elevator siding loosened by the wind makes a good lodging place for locomotive sparks. Locomotive sparks cause 13% of the fires in the grain trade.

The Burrell Engineering & Construction Co. sided the Blair elevator with **Armco**—it's rust resisting.

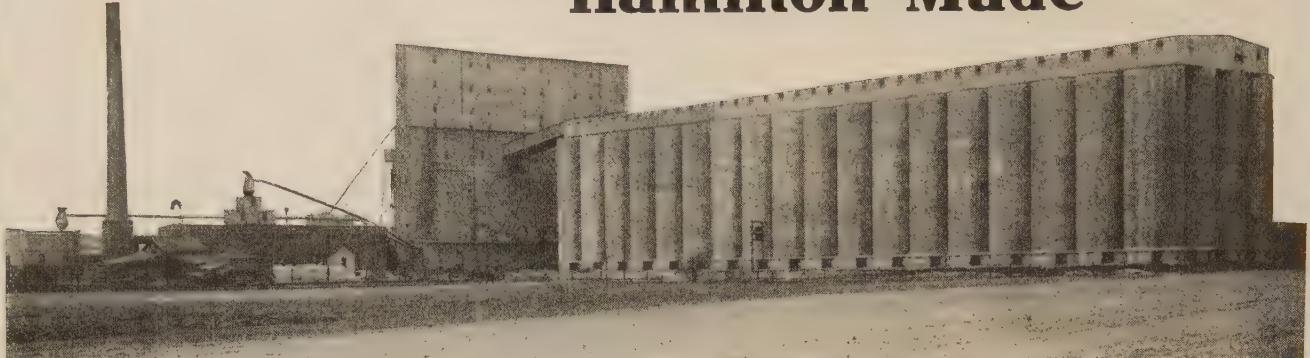
Reliable builders with a reputation for responsible work specify **Armco**.



**The American Rolling Mill Co.**  
Middletown, Ohio



## “Hamilton Made”



## Belting for Every Elevator Purpose

For years our study has been how to make the best Rubber Belting. The “Hamilton Made” brands are standard among elevator managers. There are two standard brands: INVINCIBLE for Cleaners, Shellers, Clippers, Separators, Feed Mills, Car Pullers, Engines and Motor Drives. LAKEWOOD for Legs and Conveyors. Write for particulars.

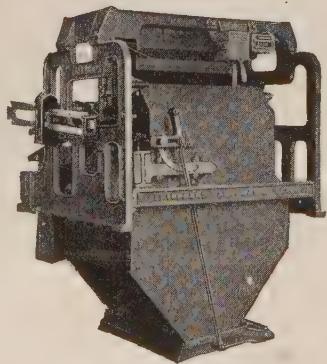
**Hamilton Rubber Mfg. Co., 218 No. Wells St., Chicago**

Factories: Trenton, N. J.

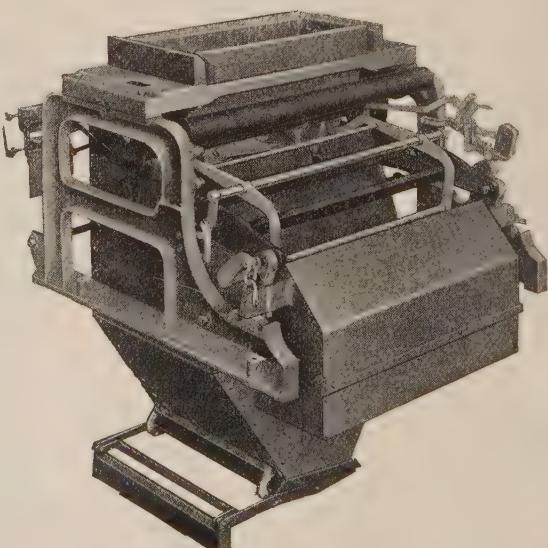
Branches: New York and Philadelphia

## Accurate — Dependable FAIRBANKS Automatic Scales *equipped with* Type Registering Counter

To give you accurate every day knowledge of the exact amount of each kind of grain that passes through your elevator. Weighs same weight per discharge on all grains—Does away with changing weights in weigh-box. Backed by nearly ninety years of scientific scale construction.

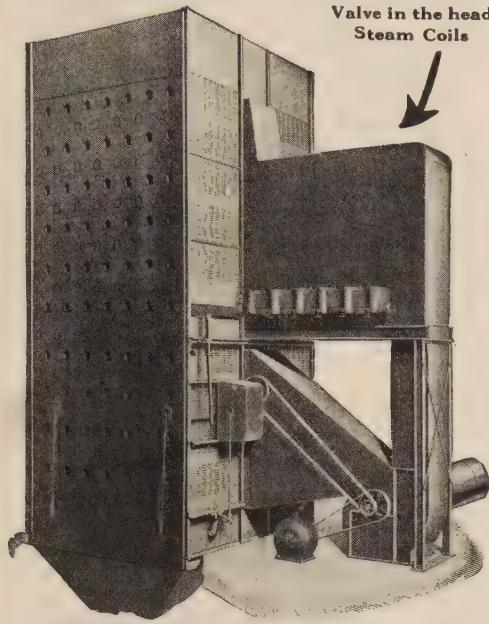


Let SOME OTHER Grain Dealer experiment with SOME OTHER Automatic Scale. YOU profit by HIS experience and BUY a NEW RICHARDSON. Most of the experienced buyers “figger” only with The Richardson Company when they are buying Automatics. The NEW RICHARDSON is the ONLY FULL AUTOMATIC —SELF OPERATING.



**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO  
Engines - Motors - Scales - Light Plants - Feed Grinders, etc.

# MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

BE PREPARED  
BUY AN AUTOMATIC MORRIS  
You will use it every year.

## AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

We Also Offer a Complete Line of  
Direct Heat Driers

## THE STRONG-SCOTT MFG. COMPANY

GREAT FALLS

"Everything for Every Mill and Elevator"  
SPOKANE

MINNEAPOLIS

WINNIPEG



## HOW MANY TRIPS

to the top of your elevator do you make in the course of a year? Make an estimate, and then figure the amount of time and energy you are wasting if your house is not fitted with an easily and cheaply operated manlift.

## The CONSTANT SAFETY MANLIFT

will eliminate this waste—and it will make the elevator and the elevator operator more efficient in every way. It is the easiest and cheapest operated manlift on the market, and the safest as well. The sheave over which the rope operates is fitted with ball bearings; the brakes are adjustable and positive in their action, and they work independently of each other. All material is carefully selected for the work it is to perform.

*A manlift reduces the insurance rate.*

Ask for our catalog of elevator machinery.

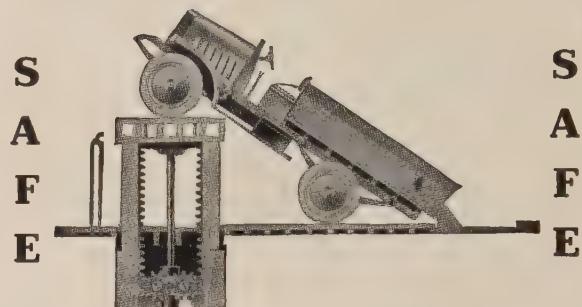
B. S. CONSTANT MFG. CO.  
BLOOMINGTON, ILL.

**UNION  
SPECIAL**  
Power Sewing Machines

*Accurate as a Micrometer  
Perfect as a Watch*

UNION SPECIAL  
MACHINE CO.  
400 N. Franklin St.  
CHICAGO.

The Only Dump Made  
on Sound Mechanical Principles



## TRAPP DUMPS

Yours is ready for you.  
WRITE ABOUT IT

*All Kinds of Elevator Machinery*

**TRAPP-GOHR-DONOVAN CO.**

1125 North 22nd Street

OMAHA, NEBR.

## POST YOUR PRICES

TODAY'S PRICES	
OATS	45
CORN	77
WHEAT	101
RYE	118
BARLEY	134
CLOVERSEED	950

and stick to them. The farmer likes to know he is getting a square deal.

An attractive, convenient Bulletin for posting the prices you are bidding for grain, seeds and hay, will save you money.

Price Posting Bulletin Form 1 is made of heavy No. 30 gauge steel, japanned so that it will not rust. Top piece contains the words "TODAY'S PRICES" in bold, white type; punched for screw hooks. Six card holders are hung to top so as to provide room to post prices bid for different commodities.

Card holders are turned over on top and bottom edges so they will hold the cards bearing the words, Oats, Wheat, Rye, Barley, Y. Corn, W. Corn, Flax, Clover, Timothy, Alsike and Hay; and 10 sets of digits so that the price of each commodity may be easily and quickly posted.

Order Form 1.

Size 14x19 $\frac{3}{4}$  inches.

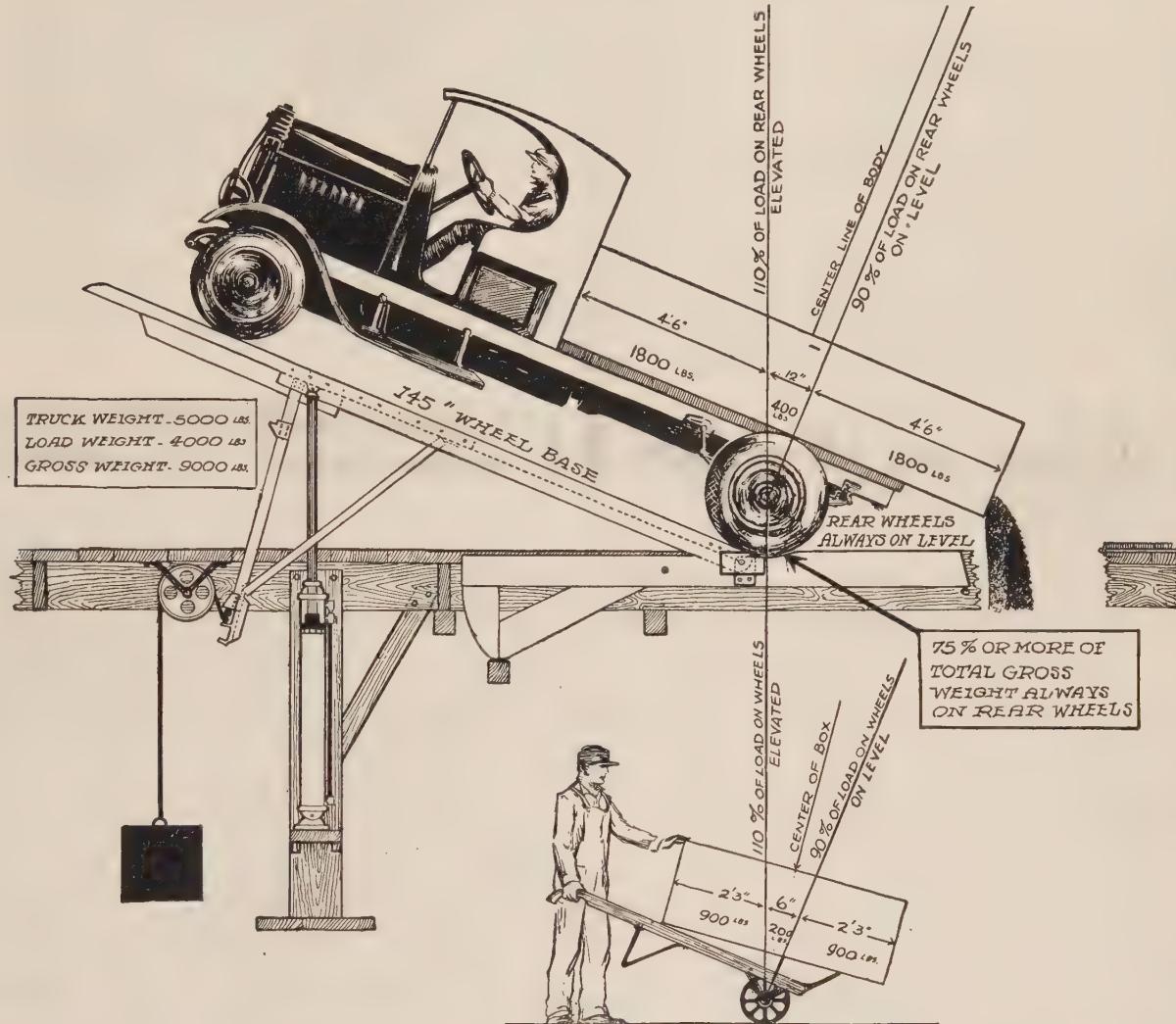
Price \$2.00

GRAIN DEALERS JOURNAL  
315 South La Salle St.  
Chicago, Ill.

# MOFFITT

## AUTOMATIC

*"America's Foremost Truck Dump"*



No Power Expense

No Upkeep Expense

No Danger of Accidents

No Loss of Time

Operates smoothly, easily, rapidly and accurately

**Automatic Truck Dump Company, Manufacturers**

502 Grain Exchange Building,

Omaha, Nebraska

**CONE-SHAPE GRINDERS**

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobburg, O.

10 sizes: 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.

**Cover's Dust Protector**  
Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.

**A Tester Wants a Job**  
in your plant. These clutches will save you money power, time and trouble. Investigate today. A card brings our Free Booklet.

Decatur Foundry, Furnace & Machine Co., Dept. L, DECATUR, INDIANA

**For Accurate Moisture Tests**  
use our Grain Dealers Air Tight Cans for forwarding your grain samples.

**ST. LOUIS PAPER CAN AND TUBE CO.**  
ST. LOUIS, MO.

**Automatic Dump Controllers!**

You have never seen me? Do not ever let yourself hear you say that, because there are very few modern elevators without me. WHY? Because they need service. Anything that is not serviceable in this day and age is soon discarded. But when you know me—I'm always at your service. I increase your business because of the easy manner in which I handle your dump. The Farmer likes me because I don't let the dump down jerky, and frighten his horses. I'm your friend. When you get tired of the old dumping device and are looking around for something 100% efficient, you'll find a friend in need, is a friend indeed.

But don't wait too long. Procrastination is the thief of time.

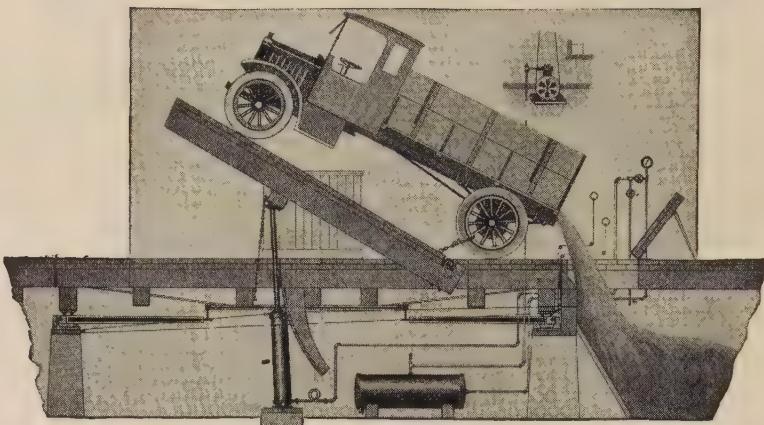
Now is the time.

Circulars upon request.

**L. J. McMILLIN**  
525 Board of Trade Bldg. INDIANAPOLIS, IND.

**If Your Business**  
isn't worth advertising  
advertise it for sale.

## More Business at Less Cost for Handling



—more business because the constantly increasing army of truck users will haul to your elevator if you have a Globe Combination Auto Truck and Wagon Dump.

—less cost of handling because you can unload either auto truck or wagon speedily and safely on a Globe Combination Auto Truck and Wagon Dump.

### *Globe Combination Auto Truck & Wagon Dump*

SIMPLE - RELIABLE - PRACTICAL  
(SPENCER PATENTS FEB. 1919)

You wouldn't go thru another season without a Globe Combination Auto Truck and Wagon Dump if you knew the ease and satisfaction with which it can be operated, and the actual dollars and cents in labor and trouble it will save you—to say nothing of the added business you'll be able to handle from truck using customers.

The Globe Combination Auto Truck and Wagon Dump is a "dump within a dump"—an engineering principle which makes possible the raising of either the forward truck section or the rear wagon section by simply shifting the tilting cylinder forward or backward and turning on the air.

The Globe Combination Auto Truck and Wagon Dump will fit any size, type or make of scale. Write for prices and blue prints.

*Globe* Machinery and Supply Co.  
Manufactured by  
Des Moines, Ia.

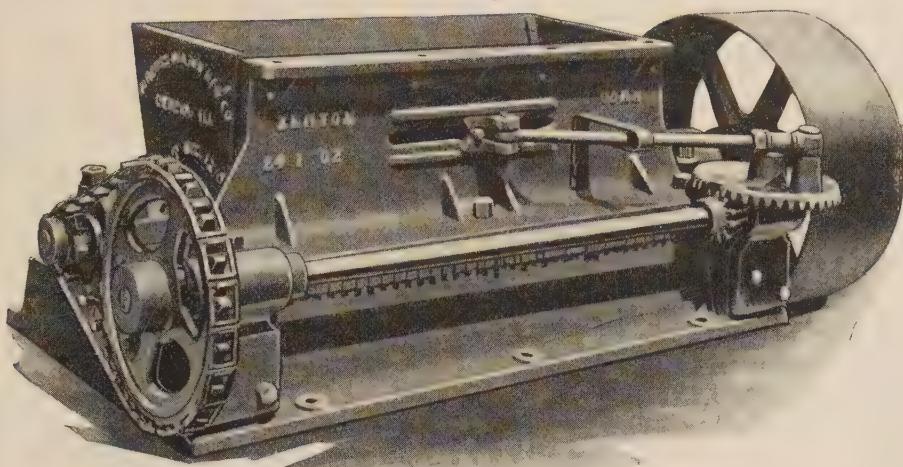
## Have a Capable Feed Department

There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

If you are backed up by a good feed mill your persuasive powers will not be lacking.

You know what feed mill to install? Write and ask us.

**J. B. EHRSAM & SONS MFG. CO.**  
ENTERPRISE, KANSAS



## KENYON Ear Cob Crusher

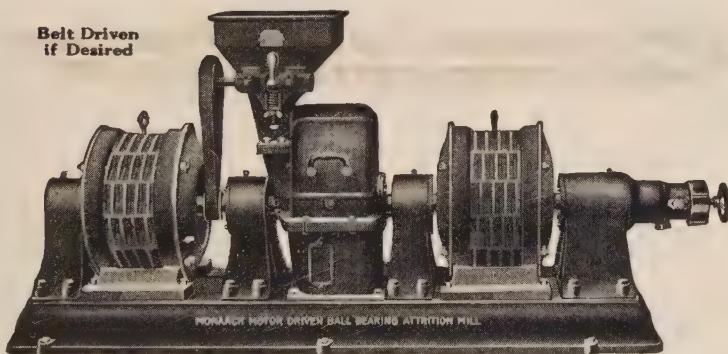
No irons such as horseshoes, hammers, etc., can stop this machine. Positively eliminates all corn crushing troubles.

Send for catalog and all details.

Burgess-Norton Mfg. Co.  
GENEVA, ILL.  
U. S. A.

## MONARCH BALL-BEARING ATTRITION MILL

*Designed and Built to Perform Satisfactorily  
All Attrition Mill Requirements*



Years of experience in attrition mill building has enabled us to produce this "Monarch" of all Attrition Mills.

It, in your elevator, will pay big interest to you by

### Saving Labor and Time

It is trouble-proof, delay-proof and has dust-proof bearings that require the minimum of lubrication and attention.

Write us today—now—for full particulars and descriptive catalog.

We have much interesting information about feed grinding that we will gladly furnish you.

*Write for Catalog No. D115*

## SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

Main Office and Works: MUNCY, PA.

P. O. Box No. 26

Chicago Office: 9 So. Clinton St.

**What have you?  
FOR SALE**

An Elevator  
Machinery  
Seeds

**Do you want?**

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

**Grain Dealers Journal  
CHICAGO, ILL.**

has 6,000 readers who would like to know. Tell them thru a "For Sale & Want" Ad. Costs 25 cents per type line.

## HALL SPECIAL ELEVATOR LEG MAXIMUMS

The cups in the Hall Special may be placed adjoining each other, obtaining maximum BELT capacity. (The spacing is limited only by the strength of the belt).

The cups in the Hall Special are designed for maximum HOLDING capacity, exceeding that of any other cup.

By these two FEATURES, the HALL SPECIAL doubles the ELEVATING capacity of other legs.

The speed of the Hall Special cups corresponds to their design, making back legging impossible and insuring maximum DISCHARGE into the Hall Distributor, which delivers every kernel into the proper bin without mixing, all of which obtains maximum utilization of elevating POWER.

There is satisfaction in owning such a modern economic equipment.

Shrewd purchasers use the

### HALL SIGNALING DISTRIBUTOR

for its earnings, for its economy. Good sense guides them, and common sense compels us to make exactly what they need. You can safely consult them.

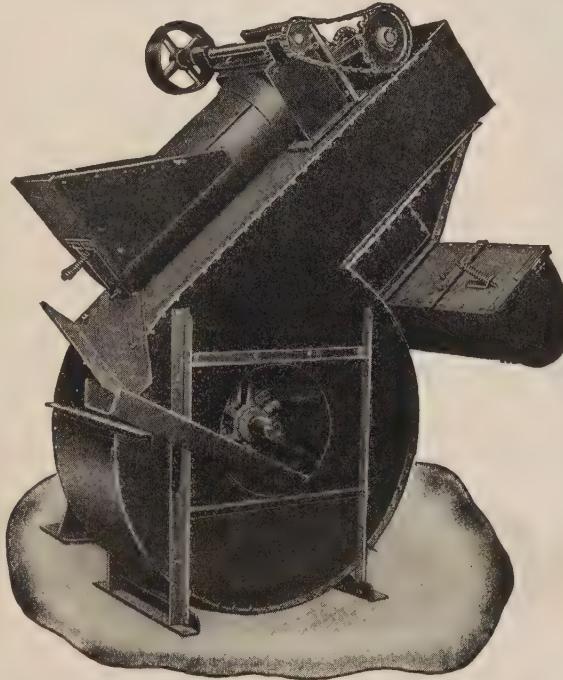
**Hall Distributor Company,**

**222 Railway  
Exchange**

**Omaha, Nebr.**



A better way to handle **GRAIN** is the Bernert Way



## WHY?

Because the Bernert way will save you money and make you money. With the Bernert Pneumatic Grain Handling Machines, whatever your grain handling problem today, will be no problem at all. The Bernert Pneumatic Machines handle all grain ahead of the fan; that's why there positively will be no grain damaged.

They are positively **NON-CHOKABLE**; that's why you will not have any trouble. They will at the same time they handle the grain, **MAKE BETTER GRAIN**. Let us tell you **WHY**.

Simplicity of installation and efficiency in operation, handling any problem, is for what the Bernert Pneumatic Elevators, Combined Elevators and Loaders, Conveyors, Portable Track-loaders, Car-loaders, etc., stand.

*For further information, write for catalog to the*

**Bernert Mfg. Co.**

491 12th Street

MILWAUKEE, WIS.



## No Need to Scoop Grain in a Dirty, Dusty Car

"We loaded 1,800 bu. of corn an hour the day before Thanksgiving. We never have to get in a dirty, dusty car to scoop grain." Kenney Elevator Co., Kenney, Ill.

"Your Boss Air Blast Loader is giving the best of service." G. N. Falknor & Son, West Milton, O. "We would not think of going back to gravity." J. L. Baum & Son, Storms, O.

"You may ship us one of your Air-Blast loaders. We have investigated this thing pretty thoroughly. At Strawns Crossing we saw one in operation and it certainly was doing the work." Central Illinois Grain Co., Ashland, Ill. They have since bought SIX for six of their elevators.

### Don't Build Elevator on Railroad Land

An elevator with a Boss Air Blast Car Loader system of loading grain can be built even as far away as 100 feet from the track—yet every car will be loaded to full capacity without any scooping in the car—and without elevator being built any special height. The grain CANNOT be injured as it does not pass through the fan, nor through any feeder devices. Simple to install and operate. Write today for Blue Prints and our booklet "\$60.00 A CAR PROFIT."

**MAROA MANUFACTURING CO., Dept. G., Maroa, Ill.**



## Economical Painting

lies not in buying the lowest priced paint and applying it by high priced labor. Economical painting lies in buying a paint with a record behind it for durability.

Records covering a period of over 50 years prove that for long service under all the trying conditions of climate and gases and all destructive agents,

## DIXON'S Silica-Graphite PAINT

is the most economical and lowest cost paint. It is made in First Quality Only.

Try out Dixon's Silica-Graphite Paint for yourself, and see what economies it will produce for you.

Made in Jersey City, N. J., by the JOSEPH DIXON CRUCIBLE COMPANY  
ESTABLISHED 1827.

## NEW BADGER



## CAR MOVER

Insures Against Damage Claims



### No slipping No injuries

The slip-proof safety spurs of the Badger Car Mover make slipping and injuries out of the question.

The compound lever action turns the wheel steadily. One man can move a heavy car right along with the Badger. Let us prove it.

Try one 30 days.  
No money in advance.  
If you keep it, send us \$5.50, plus freight—if you don't we pay freight both ways and forget it. For sale by leading jobbers everywhere. If you can't supply you, order direct.

Advance Car Mover Co., Appleton, Wis.  
Canadian Car Mover Co., Welland, Ont.

When writing advertisers  
mention the JOURNAL

WHEN EVERY AGENCY FOR SAFETY OPERATION SAYS "DO AWAY WITH DUST" IT'S TIME THAT YOU LISTENED TO REASON



The hundreds of thousands of dollars lost through dust explosions would equip every elevator in the country.

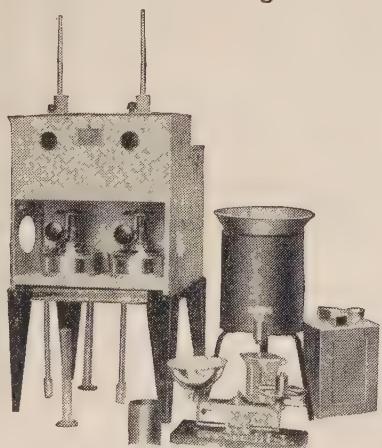
Don't be the next on the "Blow up list," but for the protection of the money invested in your business investigate our product.

**The New "1905"**  
**Cyclone Dust Collector**

THE FACTS ARE MIGHTY INTERESTING

**The Knickerbocker Co.**  
**JACKSON, MICH.**

Test Your NEW CORN  
With this Testing Outfit



Price complete as shown above \$38.25

We have this specially low price on this Two Compartment Flint-Brown-Duvel Testing Outfit, alcohol heated and including "Even Beam" testing scale. Electric heated slightly higher. Also 1, 4 and 6 compartment sizes.

Get our new free catalog

Testing Sieves, Scales, Grain Triers, Etc.

**DE ROO GRAIN LABORATORIES**  
FLINT, MICH.

**Want an Elevator?**

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal

**A KEWANEE**  
**Renewable Bottom Loading Spout**

Saves Grain, Money, Time, Labor

Every experienced grain man knows that loading spouts wear only on the bottom side.

YOU have thrown away hundreds of dollars in grain spouts because of small holes. 98% of these spouts were still good. When small holes wear in the Kewanee, you don't have to throw away the spout. Just slip in new bottoms at a few cents each. Each section will outwear dozens of bottoms.

A Kewanee Renewable Bottom Loading Spout is a permanent improvement—the old style spout is always temporary. The Kewanee costs about the same as others, but will outlast a dozen of them.

Give us the size of your down spout and length of your present loading spout, and let us show you how to save. A rough sketch will help us. You will be under no obligations.

**Kewanee Implement Co.**

514 Commercial Street Kewanee, Illinois

Howe Scale Co. of Ills. Distributors  
KANSAS CITY, MO. Fairbanks Morse & Co.  
General Service & Supply Co., Minneapolis, Minn. OMAHA, NEB.

Section of  
Kewanee  
Renewable  
Bottom  
Loading  
Spout

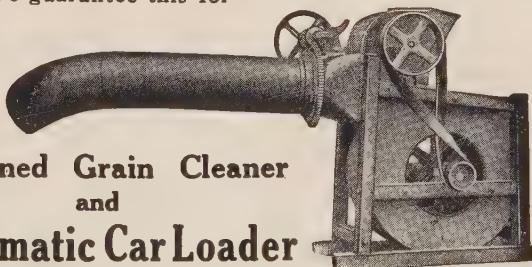


Pat. Pending

**CLEAN AND LOAD IN ONE OPERATION**

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The  
Combined Grain Cleaner  
and  
Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

**KANSAS DIRECTORY**

Farmers Co-Operative Companies, railroad or roads available, county, Manager, Secretary, President, commodities handled and amount Paid-Up Capital shown when obtainable.

500 stations listed.

Order now if you desire a copy.  
Price \$5.00 postpaid.

**THE FARMERS CO-OPERATIVE GRAIN DEALERS ASSOCIATION OF KANSAS**  
R. W. Bldg., Hutchinson, Kans.

Prevent  
CLAIM LOSSES

with

**TYDEN CAR SEALS**

Bearing shipper's name and consecutive numbers.

**6000 SHIPPERS**

Are now using them.

Write for samples.

and prices.

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg. CHICAGO, ILL





# SUCRENE FEEDS

## Above All Others

Hold your leadership in the feed business with the recognized Standard Sucrene Line. The long standing reputation of these feeds for result producing quality is firmly established. Feeders of live stock and poultry will not be satisfied with "substitutes."

### Co-operation Gets the Business— Sucrene Quality Holds It

With the completion of our new mill in the near future—the greatest and most modern exclusive feed mill in America—we will be able to take better care of the trade than ever before, with quality feeds at money-making prices.

Orders for the complete line of Sucrene Poultry Scratch Feeds are solicited and will be promptly filled. Address main office.

### American Milling Company

Main Office and Mills: Peoria, Illinois

Southern Mill: Owensboro, Ky.





## Store Grain in Safety

Protect it against moisture and frost by storing it in Preston-Lansing Vitrified Tile Grain Bins. They are indestructible! The patented Preston-Lansing Block is made to brace block against block in "ship lap" formation.

### Preston Lansing Vitrified Tile Bins

are reinforced between each tier of blocks with a thick layer of cement and steel. Only a thin layer of mortar shows inside and out, giving a smooth finish. The grain settles better—frost and moisture have less chance to get in.

Preston-Lansing Bins cost less per year of service than any other type. Their first cost limits the expense as there is no upkeep.

*Let us give you further information.  
Write for our catalogue and prices.*

**J. M. Preston Company**  
DEPT. 418

LANSING

MICHIGAN

Factories at Uhrichsville, Ohio; Brazil, Ind.; Ft. Dodge, Ia.

## KENNEDY CAR LINERS

Prevent Leakages

Avoid Claims

Saves Money

Used by Thousands of  
Progressive Shippers

MADE BY

**THE KENNEDY CAR  
LINER & BAG CO.**

SHELBYVILLE, INDIANA

## GRAIN STANDARDS' ACT

U. S. Department of Agriculture equips its Grain Laboratories with  
Torsion Balances.



Style No. 5055 Corn  
Acidity Determination and Fine Weighings.



Style No. 4000 Used in Moisture Test.

We illustrate above in our Corn and Seed Testing Pamphlet. Copies free upon request.

**WE SELL ANALYTICAL BALANCES**

**The Torsion Balance Co.**

Pacific Coast Branch:  
49 California Street  
San Francisco, Cal.

Factory:  
Jersey City, N. J.

Office:  
92 Roads Street  
New York

### Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the dollar and fifty cents in your pocket.

Upon readers patronage of its advertisers depends the success of the *Grain Dealers Journal* work. Will you mention it?

## GRAIN ELEVATOR BUILDERS

## DON'T DELAY BUILDING!

We give you QUICK ACTION

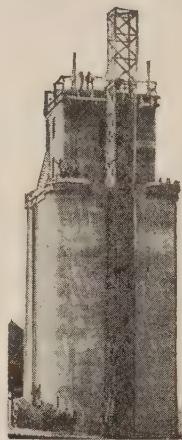
Builders of

Grain Elevators, Alfalfa Plants  
and Coal Pockets

WOOD or FIREPROOF CONSTRUCTION

Younglove Construction Company

412 United Bank Building SIOUX CITY, IOWA



## A Reliance Elevator

is economical and efficient in operation because it is correctly designed and properly constructed.

For years we have studied carefully the needs of the grain trade, progressing constantly with developments in engineering and construction, and we know how an elevator should be built to give complete satisfaction.

We build them that way.

Ask us for particulars on the house you plan to erect.

**Reliance  
Construction Co.**  
Board of Trade Indianapolis, Ind.

R. C. STONE ENGINEERING CO.  
320 MERCHANTS EXCHANGE  
ST. LOUIS, MO.  
DESIGNERS AND BUILDERS OF  
CONCRETE AND WOOD ELEVATORS  
CORRESPONDENCE SOLICITED

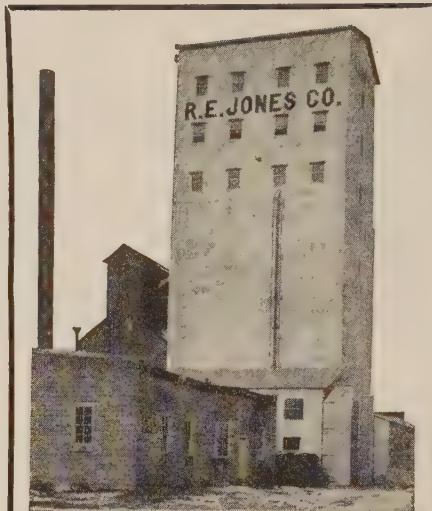
**BALLINGER & McALLISTER**  
ENGINEERS AND CONTRACTORS  
Grain Elevators Driers Coal Chutes  
Wood or Concrete  
UNITY BLDG., BLOOMINGTON, ILL.

**MACDONALD ENGINEERING CO.**  
DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS  
MONADNOCK BLDG. CHICAGO, ILL.

**BIRCHARD**  
CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy of  
Operation and Maintenance  
1129 J Street LINCOLN, NEB.

Your Individual Needs  
are respected when your elevator  
is designed and built by  
**W.H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEB.  
Write for Details of Our System

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
510-512 Wait Building  
DECATUR ILLINOIS



R. E. Jones Co., Wabasha, Minn.

**EFFICIENT ERECTING CO.**  
We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS  
GEO. H. CRAIG  
6803 Parnell Ave., Englewood, Chicago, Ill.

IF you wish to build your elevator  
right, my eighteen years experience  
is at your command.  
**C. E. BIRD & CO.**  
MINNEAPOLIS MINNESOTA

**D. F. HOAG & CO.**  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

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When you write our advertisers  
Thanks

We have the most complete  
organization in the Northwest  
for the construction of

**GRAIN and COAL  
ELEVATORS**  
**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.



## GRAIN ELEVATORS, MILLS, STORAGE

22 years in one line. 1200  
successful plants. We have  
built in every state in the  
union except 5 and these 5 do  
not use elevators. Our service  
is available.

**BURRELL ENGINEERING & CONSTR. CO.**  
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Security Building, KANSAS CITY, MO.

REINFORCED CONCRETE  
**GRAIN ELEVATORS**  
STORAGE BINS AND MILL BUILDINGS

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BALTIMORE-MARYLAND

**HOLLOW TILE ELEVATORS**  
Fireproof, no upkeep, indestructible. Guaranteed.  
Built with  
**American Flint Tile**  
COST LESS THAN CEMENT OR WOOD  
Special Construction. Plans and estimates furnished free.

**W. W. COATES CO.**  
Dept. 359, Nearest Office  
Omaha Kansas City  
Sioux City Des Moines  
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**L. A. STINSON**  
CONSULTING ENGINEER  
H. E. GODFREY, Civil Engineer  
Elevators  
Mills and Warehouses  
Complete  
National Life Bldg., CHICAGO, ILL.

**A. F. ROBERTS**  
ERECTS ELEVATORS  
FURNISHES CORN MILLS  
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KANSAS

**MILLER, HOLBROOK, WARREN & CO.**  
DESIGNING ENGINEERS  
Reinforced Concrete Elevators  
Large or Small  
Millikin Building DECATUR, ILL.

**White Star Co.**  
WICHITA, KAN.  
**BUILDERS of**  
**Good Elevators**  
WRITE US ABOUT THE  
PLANT YOU HAVE IN MIND

**CONCRETE ELEVATOR**  
BUILT 1919 AT FORBES, N. D.  
*For description see pages 74-75*  
THE MOST COMPLETE FIREPROOF  
COUNTRY ELEVATOR ON RECORD  
DESIGNED AND BUILT BY  
**HICKOK** CONSTRUCTION CO.  
MINNEAPOLIS

Protect Your Interests  
Plans  
Specifications  
Estimates  
Appraisals  
Consult a  
1019-20 New York Life Bldg.

**SHERMAN**  
CAPITAL  
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Consult Us First  
Grain Elevators  
Oat Meal Mills  
FLOUR Mills  
Warehouses  
Industrial Bldgs.  
Kansas City, Missouri

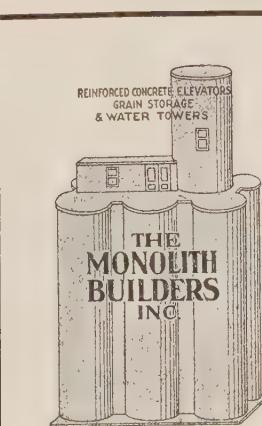
**W. C. BAILEY**  
Contracts and Builds  
**Modern Grain Elevators**  
We can furnish and install equipment in old  
or new elevators, guaranteeing greater capacity  
with less power, and positive Non-Chokable  
working leg. Let us show you.  
433 Ramge Bldg., OMAHA, NEBR.

R. M. Van Ness Construction Company  
Grain Exchange Bldg., Omaha, Neb.  
Designers and Builders of  
**MODERN GRAIN ELEVATORS**  
Plans Submitted Correspondence Solicited

**A. G. BOGESS**  
Builder of  
**GRAIN ELEVATORS**  
and Coal Pockets  
Phone F. 282 P. O. Box 168  
DECATUR, ILL.

**GEORGE HOWARD**  
Grain Elevator Repair Specialist  
LA GRANGE, ILL.  
Old elevators made almost new at lowest prices.  
New elevators either wood or concrete given  
special attention. Let us know your needs.

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.



## Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

*Mr. Grain Man  
Going to build!*

Our all-steel forms and equipment enable us to build for you a modern mill or elevator of reinforced concrete at a low cost of construction.

**The Monolith Builders, Inc.**  
CONTRACTORS--ENGINEERS  
6912 Wayne Chicago, Ill.  
Write for booklet of plans

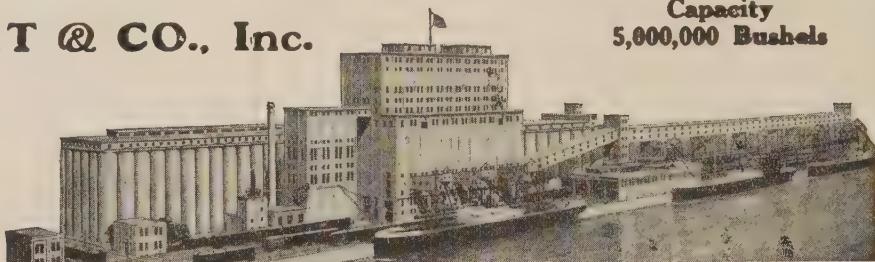
## THE MOST MODERN ELEVATOR IN THE WORLD

Now in course of construction at Canton, Baltimore, Md.,  
for the Pennsylvania Railroad.

JAMES STEWART & CO., Inc.

Designers and Builders  
GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD  
GRAIN ELEVATOR DEPT.  
13th Floor, Westminster Bldg.  
CHICAGO  
W. R. SINKS, Manager

Capacity  
5,000,000 Bushels



## GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

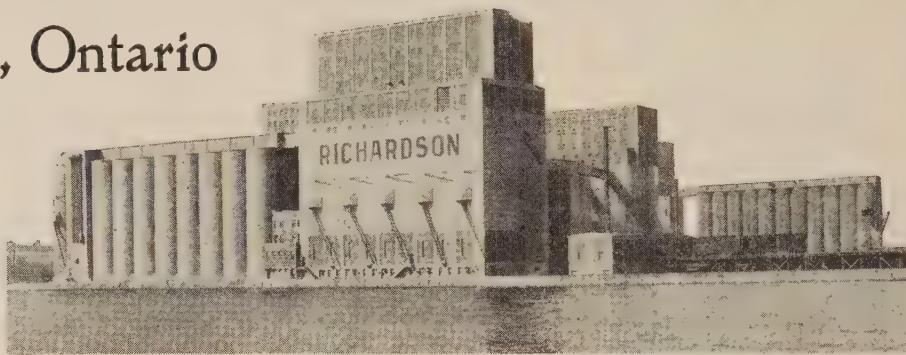
## Port Arthur, Ontario

FOR

The Grain Growers' Grain Company,  
Limited.  
The Saskatchewan Co-operative Elevator  
Co., Limited.  
The James Richardson & Sons, Limited.

THE BARNETT-McQUEEN  
COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn.  
Minneapolis, Minn.



Pennsylvania Railroad Co.'s Terminal  
Elevator at Erie, Pa. 1,250,000 storage  
capacity, with marine leg, 25,000 bu. re-  
ceiving capacity. All concrete, modern  
construction, with latest improvements.

Designed and built under the  
direction of

**Folwell-Ahlskog Co.**

McCormick Bldg. - Chicago, Ill.

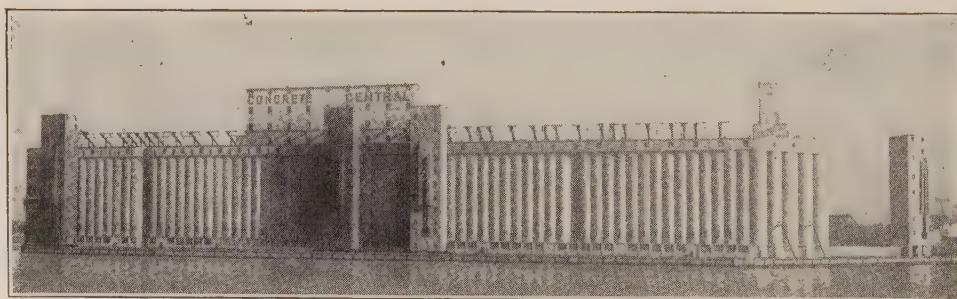
*Write us for Estimates and Proposals*

**Monarch Built  
Elevators**

assure you econ-  
omical design,  
first class work,  
efficient opera-  
tion.

**SATISFACTION**

*Let us Submit Designs  
and Prices*

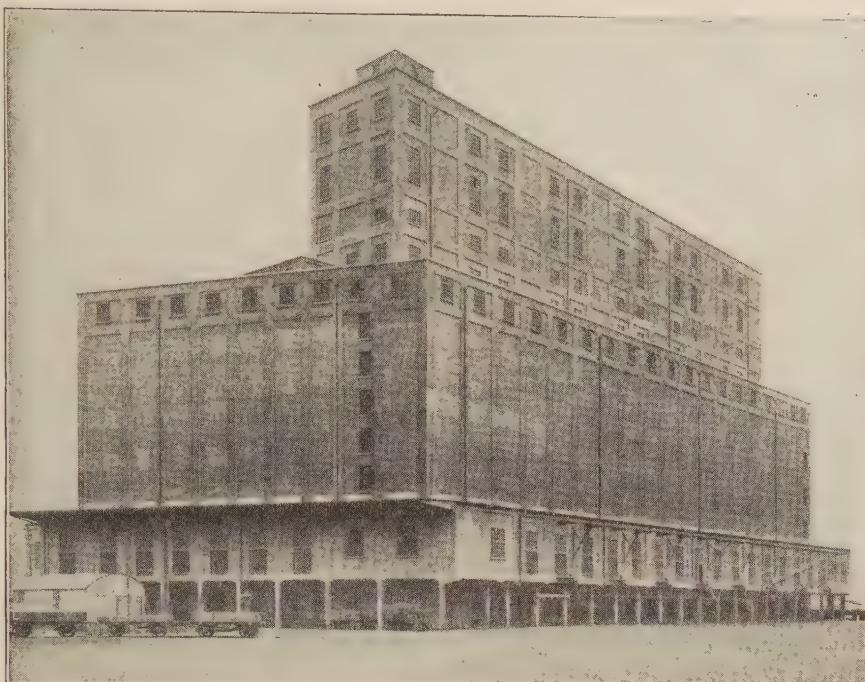


Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO.,**

**BUFFALO, N. Y.**



## Elevator No. 2

Manchester Ship  
Canal Company

Manchester, England

1,500,000 Bushels

**John S. Metcalf Co., Ltd.,** *Grain Elevator Engineers*

54 St. Francois Xavier Street  
MONTREAL, CANADA

108 South La Salle Street  
CHICAGO, ILL., U.S.A.

395 Collins Street  
MELBOURNE, AUSTRALIA

125 Strand  
LONDON, W. C. 2, ENGLAND

**FEGLES CONSTRUCTION CO.,**

FORMERLY FEGLES-BELLOWS ENGINEERING CO., LTD.

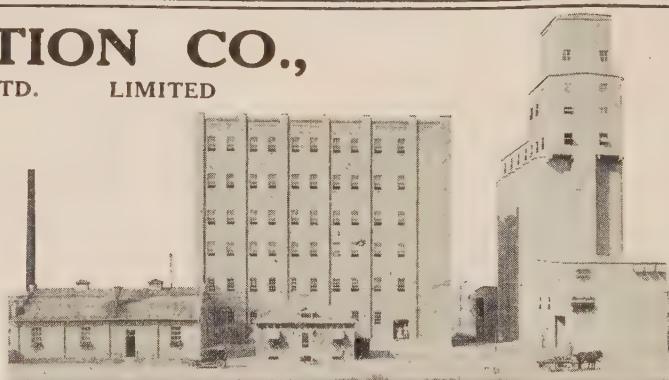
LIMITED

ENGINEERS—CONTRACTORS

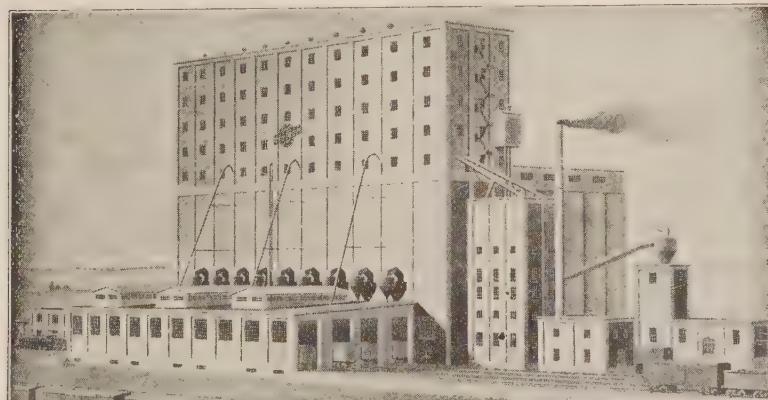
GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE  
AND EXECUTE CONTRACTS ANY-  
WHERE. GRAIN ELEVATORS, MILLS  
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIALE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods  
Milling Co., Ltd., Medicine Hat, Alberta.



The 1,250,000 Bushel

## C. & N. W. Elevator

at  
Council Bluffs, Iowa

is the latest acknowledgment of our  
capabilities as Grain Elevator Engineers  
and Constructors.

**WITHERSPOON-ENGLAR CO.**  
1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof  
MILLS AND ELEVATORS

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**OHIO COUNTRY ELEVATOR** for sale. Cash, or will exchange for a farm. Address: H. F., Box 1, Grain Dealers Journal, Chicago.

**30,000 BU. ELEVATOR** for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

**15,000 TO 20,000 BU.** elevator wanted. Must be excellent location and good investment. Prefer Missouri. Address: "Louis, Box 1," Grain Dealers Journal, Chicago.

**MODERN 10,000 BU.** Central Ohio Elevator for sale. Doing a good business in grain, coal, flour, feed and grinding. Address: "O. R., Box 1," Grain Dealers Journal, Chicago.

**25,000 BU. CRIBBED** elevator in N. D. on Great Northern R. R. with Coal and Flour and Feed business for sale. Address: Chance, Box 9, Grain Dealers Journal, Chicago.

**CENTRAL OHIO** Elevator for sale. 12,000 bu. capacity. Private ground. In the heart of the grain belt. Handle grain, coal, salt, flour and feed. Address: Excellent, Box 12, Grain Dealers Journal, Chicago.

**50,000 BU. CRIBBED ELEVATOR** for sale. Own ground and private switch. In best oats, corn and wheat territory in Illinois. Side lines of Coal, Salt and Feed. Doing fine business. Good reason for selling. Address: Cribbed, Box 1, Grain Dealers Journal, Chicago.

**14 BIN CRIBBED** Elevator, only \$2500. Liberal terms. Excellent location. Electric power and lights. A-1 condition. It is a snap. Located at Marshall, Wisc., on C. M. & St. P. Ry. Address: D. V. Hales, Station "A," Milwaukee.

**TWO ELEVATORS** of 10,000 bu. each, for sale. Complete with electric machinery and feed grinders; with good retail business; well located for transit privileges in good farming community. Address: Good Proposition, Box 11, Grain Dealers Journal, Chicago.

**NEW 18,000 BU.** elevator for sale. Well equipped with machinery, in A-1 condition. In good wheat, oats and corn belt. Doing good business. Good reason for selling. Address: Ketchum Elevator Co., Ketchum, Okla.

**15,000 BU. CRIBBED ELEVATOR** for sale in southern Indiana. Handles 75,000 bu. Wheat with the following side lines, Flour and Feed. Good business. Death in firm makes it advisable to sell. For complete information apply to A. H. Richner, Broker, Crawfordsville, Ind.

**LINE OF ELEVATORS** for sale; part of them on the Wichita Falls; part on S. F. in N. W. Okla. One in Texas on S. F. Will sell one or all. Bargain, Box 1, Grain Dealers Journal, Chicago.

**IF YOU** are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

## ELEVATORS FOR SALE.

**ELEVATOR** in North Central Iowa for sale. Good coal, flour and feed business in connection. Located in excellent farming country and good territory. Address: Excellent, Box 11, Grain Dealers Journal, Chicago.

**8,000 BU. CAPACITY ELEVATOR** with good farm implement business for sale. Advancing years and death in firm makes it advisable to sell. Good grain locality. Excellent business. For complete information apply to Alex Verdot & Co., Bonnot's Mill, Mo.

**CHANCE OF A LIFE-TIME:** Will sell  $\frac{1}{2}$  or  $\frac{1}{3}$  interest in a good grain business to a strictly reliable young hustler, and give contract for purchase bal. interest. A-1 property located Cent. Ill. Must have about \$6,500. Address: Central Illinois, Box 1, Grain Dealers Journal, Chicago.

**ELEVATOR IN SOUTHEASTERN IOWA** for sale complete with electric machinery and attrition mill. Located in corn and oats belt. Good railway facilities, town and schools. No competition. Good reason for selling. Address: "Attrition, Box 1," Grain Dealers Journal, Chicago.

**GENERAL ELEVATOR** and feed business for sale. 1st class attrition feed grinder in connection. Also handle coal, farm machinery, fencing, building supplies, etc. No competition. Excellent business. Address: Field, Box 8, Grain Dealers Journal, Chicago.

**CONTROLLING OR MINGR INTEREST** in large wholesale and jobbing grain business, for sale. Modern terminal elevator and warehouse. Management and salary to buyer. \$40,000.00 will handle. Must be clean citizen and thorough business man. Business began 9 yrs. ago with \$20,000.00. Net earnings including salary have exceeded \$125,000.00. Address Box 1282, Lincoln, Nebr.

## PARTNERS WANTED

**EXCELLENT OPPORTUNITY** for a grain man to associate himself with a growing concern in which he can take a financial interest. Good chance for advancement. State your qualifications and references. Address: Partner, Box 12, Grain Dealers Journal, Chicago.

**YOUNG MAN WANTED** to assume full control either on salary or as a partner, to operate a lumber, grain and coal business in central Iowa. Must be experienced in LUMBER. L. J., Box 12, Grain Dealers Journal, Chicago.

## PATENT FOR SALE.

**PATENT RIGHTS** on Concrete Grain Tanks for sale. For full particulars address: Patent, Box 12, Grain Dealers Journal, Chicago.

**MEN WANTED**—Elevator managers are in demand. Insert your advertisement in the Grain Dealers Journal to get the position that is waiting for you.

**YOU MAY BE MISSING SOMETHING** If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

## ELEVATORS WANTED.

**GOOD ELEVATOR** in good wheat part of Kansas wanted to lease. Address: K. K., Box 12, Grain Dealers Journal, Chicago.

**ELEVATOR** located in Central Illinois Wanted. Must be in A-1 condition, doing good business. Address with particulars, "Hawarden, Box 1," Grain Dealers Journal, Chicago.

**15 OR 20,000 BU.** elevator wanted in Northern Ind. or N. E. Ohio. Full details requested 1st letter. Address: Hoosier, Box 8, Grain Dealers Journal, Chicago.

**30,000 BU.** elevator wanted, that is located in Kansas. Must be good proposition. Address with particulars: Kansas, Box 12, Grain Dealers Journal, Chicago.

**GRAIN ELEVATOR WANTED** for cash, by private buyer in northern half of Ill. Doing good business. State capacity, condition, shipments and price in answer. Address: O. X. Box 1, Grain Dealers Journal, Chicago.

**WELL IMPROVED** quarter section of land for sale. Situated in Brookings Co., S. D. Will sell at right price. Bears closest inspection. \$165 per acre; easy payments. Will take an elevator as part payment. Write for full particulars.

Dyball & Cotton Elevator Co., Volga, S. D.

## BIDS WANTED.

**BIDS WANTED** for 40,000 bu. capacity Concrete Elevator with 2 dumps, 2 legs, manlift, cleaner, automatic scale and 25 h. p. engine. Plans and specifications on file at this office after Jan. 1, 1920. Bids will be opened at our office at 12 o'clock, Feb. 3, 1920. Woodland Farmers' Elevator Co., Woodland, Ill.

## ELEVATOR BROKERS.

**JOHN A. RICE**, exclusive elevator broker, Frankfort, Indiana.

**ELEVATORS FOR SALE**—Write to Julian L. Buckley, Elevator Broker, David City, Nebr.

**IF YOU WANT** to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

**ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT.** NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

## COLLECTIONS.

**NOTES, BILLS** and Accounts collected anywhere in the United States. H. C. Van Aken, Lawyer, 309 Post Bldg., Battle Creek, Mich. Reference any bank in Battle Creek.

## JOINT ACCOUNT WANTED.

WHO WANTS A MAN on joint account? ade \$7,500 in eleven months against strongest competition. Best of references. I will let the her fellow give you my record. Would prefer a place in Kansas with high school. R. E. Terry, ipp, Kansas.

## BUSINESS OPPORTUNITIES.

**CONTROLLING INTEREST** in 50 bbl. Mill and large elevator for sale. A fine plant. Feed business amounts to over \$350 a day. Located attractive Montana city. Good salary. \$10. cash required. Address: Good Opportunity, Box 1, Grain Dealers Journal, Chicago.

## MILL WANTED.

**ATTRITION FEED MILL** wanted. State size, ake, condition and cash price. Address: Erie, Box 12, Grain Dealers Journal, Chicago.

## MIXING HOUSE WANTED.

**MIXING HOUSE WANTED** of 25 to 100 thousand bu. cap. State price, condition and equipment. Give location and information as to volume of business and rate and transit privileges. Address: G. E. H., Box 1, Grain Dealers Journal, Chicago.

## CARS FOR SALE.

**CARS! CARS! CARS!**..On account of business change we will sell our three first class grain cars at a reasonable price. Standard equipment. Address: "Grain Cars," Box 1, Grain Dealers Journal, Chicago.

## WAREHOUSE FOR SALE.

**HAY AND GRAIN WAREHOUSE** for sale HEAP. Located in Cincinnati, O., on the Big Four Ry. Side tracks for 10 to 12 cars. Capacity 100 cars. Size 60x200 feet, with 12 feet covered platforms. Ironclad buildings, including Fairbanks Scales and Hay Piling Machine. Interested, write The Cincinnati Grain & Hay Co., Cincinnati, Ohio.

## DYNAMOS—MOTORS.

**ONE 15 H.P.** Fairbanks Morse 1,200 R.P.M. motor for sale; 3 phase, 60 cycle, 220 volt. complete with sliding face 9" Pulley and Start. Guaranteed first-class condition. Reason for selling, have put in 25 H.P. Price \$200. OB here. Practically new. Address: W. J. Lawson, Chase, Ind.

## ENGINES FOR SALE.

**TWO 25 H. P.** Gasoline Engines for sale. Guaranteed good working order. Address: E. Cockrell & Sons, Jerseyville, Ill.

**ONE 30 H. P. MUNCIE** Oil Engine and 10,000 gallon Oil Tank for sale. First class condition. Jerry Brothers Milling Co., Hector, Minn.

**BESSEMER FUEL OIL ENGINE** will save one-half the operating expenses of a steam plant. Write to the Bessemer Gas Engine Co., Bonner Springs, Kansas.

**OWING TO THE SHORTAGE** of Natural Gas we are compelled to discontinue its use for power and we now offer our 100 h. p. Riverside Gas Engine for sale, including 50 kw. Fairbanks Morse D. C. Generator, also 61 ft. of 12 inch double-ply leather belt, as good as new; one Fairbanks & Morse Air Compressor, chain driven, with a 1 h. p. gas and gasoline engine connected; one air tank 9x24, tested 300 pounds pressure. This outfit will be sold separately or together. Equipment good as new. Add: WM. TCHELL PRINTING CO., Greenfield, Ind.

## SITUATIONS WANTED.

**AS ASSISTANT** in country elevator, by young man 21 yrs. old. Address Edward B. Coughlin, 2958 Walnut St., Chicago, Ill.

**AS MANAGER** of elevator in S. D. or Minn. preferred. Capable man; 5 yrs. experience; married; 31 yrs. old. Address S. D., Box 12, Grain Dealers Journal, Chicago.

**POSITION WANTED** by licensed inspector for corn, wheat and oats, also approved by Nat'l Hay Assn. Address: "Federal, Box 1," Grain Dealers Journal, Chicago.

**AS MANAGER**, 17 years' experience both line and farmers' elevators. Now emp'oyed; desire change. Prefer Nebr. or Iowa. Address: Capable, Box 12, Grain Dealers Journal, Chicago.

**AS MANAGER** of country elevator, Old Line or Farmers' elevator. Five years' experience. Can furnish bond; also references. Address: Good Manager, Box 12, G. D. Journal, Chicago.

**AS MANAGER** of an elevator, by experienced man. Able to handle gas, oil and steam engines. Can give good references. Address: Experienced Manager, Box 1, Grain Dealers Journal, Chicago.

**AS MANAGER** of elevator by exp. man. Must be a good firm with opportunity for advancement. State particulars and salary. "Adams, Box 1," Grain Dealers Journal, Chicago.

**WHAT HAVE YOU** to offer to a young man with 8 yrs. of experience in the grain and feed business. Am a hustler and working for advancement. Address: "Advancement, Box 1, Grain Dealers Journal, Chicago."

**IN GRAIN FIRM**, by young ex-service man, hustler, married. Want to get located by Mar. 1st. Competent to manage country station. If you have a live proposition write to "V. M. Box 1," Grain Dealers Journal, Chicago.

**AS MANAGER** or second man in Farmers' Elevator, handling machinery and feed; 5 yrs. exp. as manager for Line Company. References. Want situation Feb. 1, 1920. Address: Reliable, Box 12, Grain Dealers Journal, Chicago.

**AS GRAIN BUYER** for a mill or elevator by License Inspector who wishes to locate somewhere in the U. S. Best of reference furnished from the grain trade. Address: "Inspector, Box 1," Grain Dealers' Journal, Chicago.

**WITH A GOOD LINE FIRM BY AN EXPERIENCED GRAIN MAN** who has had five years of country and terminal experience. Seek situation with a good firm where energy counts. Address: "Mason, Box 1," Grain Dealers Journal, Chicago.

## SITUATIONS WANTED

**AS MANAGER** of branch office of private wire house. Age 37. Have had 15 yrs. experience in the grain trade. Good record and best references. At present soliciting consignments but wish change. Address: Competent, Box 1, Grain Dealers Journal, Chicago.

**RETURNED SOLDIER** exp. grain buyer wants work with Mill or Country Elevator in Middle West or western states. Good references from last employer. Address: Box 226, Kansas City, Kansas.

## MALE HELP WANTED.

**EXPERIENCED ENGINEER** wanted, capable of estimating and designing concrete country grain elevators. State experience and salary wanted. Address: Exchange, Box 11, Grain Dealers Journal, Chicago.

**THOROLY COMPETENT MAN WANTED** to represent an established line of seed and grain cleaning machines on a salary basis. Middle west territory. Reply in own hand, giving age, experience and salary expected. Address: Competent, Box 1, Grain Dealers Journal, Chicago.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

## MILLS FOR SALE.

Buckwheat Flour and Feed Mill for sale. Mill in A-1 condition. Nearly all machinery new. A great opportunity for a live young man to own an established business. Good town. Death of president makes selling a necessity. Gilbert & Nichols Co., Fulton, N. Y.

## SEED CODE WANTED

**AMERICAN SEED TRADE ASSOCIATION** Cipher Code wanted. New or second hand. Address: Paris, Box 8, Grain Dealers Journal, Chicago.

L. A. PEACHEY of Beaver Dam, Wis., writes us as follows: "It sure does pay to advertise in your Journal. It sold my engine in 15 days' time."

## USED BELTING

Large quantity balata, canvas and friction surface rubber belting, A-1 condition. Any size, any length, at prices that are interesting.

**National Belting and Salvage Company**  
600-02 East Water St. MILWAUKEE, WIS.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar Seventy-five Cents for one year.

Name of Firm \_\_\_\_\_

Capacity of Elevator \_\_\_\_\_ Post Office \_\_\_\_\_

bus. \_\_\_\_\_ State \_\_\_\_\_

# The GRAIN DEALERS JOURNAL.

## MACHINES FOR SALE.

ONE NO. 16 PERFECTION Dust Collector without tubes for sale cheap. Machine is new. Has never been out of the crate. Address: Mayflower Mills, Fort Wayne, Indiana.

NEW Wilson-Wedderhold Hay Grinding Machine 48 in. head with No. 40 Fan Connections from Machine to Fan. R. H. Green, Jackson, Miss.

ONE 25 BBL. Midget Mill, one 50 bbl. Midget Mill for sale. All kinds of new and used Mill machinery. Address H. C. Davis, Mill Machinery, Bonner Springs, Kans.

FOR SALE: BIG LOT of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elevtr. and milling line. A. D. Hughes Co., Wayland, Mich

SPECIAL BARGAINS.  
3 stands of Rolls 9x24, 3 break, fine condition, \$125.00 each.  
2 Automatic Eureka Separators, each \$12.50.  
1 Eureka Dustless Separator, \$65.00.  
1 Richmond Dustless Receiving Separator, \$75.00.  
1 Richardson Automatic Grain Scale, \$200.00.  
1 Fairbanks Automatic Grain Scale, \$150.00.  
Address: Harry W. DePrez, Shelbyville, Ind.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.  
Geo. J. Noth, Mgr.,  
9 S. Clinton St., Chicago, Ill.

## BOILER FOR SALE.

20 H. P. BRICK-IN BOILER for sale. In good condition, \$50 f. o. b. Urbana. Address: Outram & Russell, Urbana, Ohio.

## SCALES FOR SALE.

NEW AND REBUILT scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

MODERN MODEL AUTOMATIC SCALE for sale, 1000 pounds corn each dump, little worn and to be approved by purchaser; price \$250. Address: "Box 137," Champaign, Ill.

ONE 4-BU. AVERY Automatic Elevator Scale and one 5-bushel Avery Automatic Scale for sale. These scales are in excellent condition and are crated ready for shipment. Richardson Scale Company, 533 Keeline Building, Omaha, Nebr.

100 BU. HOWE Hopper \$45.00; 200 bu. Fairbanks Hopper \$50.00; 500 Bu. Standard Hopper \$60.00; 100 Bu. Fairbanks \$45.00; 500 Bu. Monarch Hopper \$100.00; 500 Bu. Fairbanks \$150.00. Richardson Scale Co., Wichita, Kansas.

RICHARDSON AUTOMATIC BAG SCALE. New. Suitable for track, complete, used 10 days. Very cheap.

NATHAN KLEIN & CO. 210 Center Street. New York City.

.3 BU. RICHARDSON Automatic Bagging Scale in perfect condition for sale. Cost \$450.00, will sell for \$300.00 at St. Louis. A bargain for a quick buyer. Wire Howe Scale Co., 512 St. Charles St., St. Louis, Mo.

SCALES REPAIRED AND SOLD 50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

COLUMBIA SCALE CO.  
2439 N. Crawford Ave. - - - Chicago, Ill.

LEATHER RUBBER CANVAS STITCHED  
**BELTING**  
An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.  
**TEUSCHER**  
AND SO MACHINERY SUPPLY CO.  
527 N. Second St., St. Louis, Mo.  
Send for No. 18A BARGAIN PRICE LIST

**GALVANIZED TANKS**  
For Grain Storage. Quick Shipments.  
Get New Bulletin No. 270—60 pages  
Excellent Values in  
RAILS, CARS, ENGINES, MOTORS, SCALES, ETC  
**ZELNICKER IN ST. LOUIS**

**MACHINERY**  
For Grinding, Elevating and Conveying all kinds of grain, of standard makes, from smallest to largest capacities.  
NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY  
Big Stock  
We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.  
Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Belting Cloth and Roll Grinding.  
Write for Net Price Book No. 13-8  
**B. F. GUMP CO.**  
THE MILL SUPPLY HOUSE  
431-437 South Clinton Street, CHICAGO, ILL.

# Repeat Orders Tell The Story

They're coming in with a rush from scores of Ankorite dealers. Dealers who began by ordering a few hundred posts are now ordering carload lots—by wire!

We've been obliged to double and re-double our output to take care of them—and we'll have to double it again within the next six months. Dealers who used to sell wood posts have switched to Ankorite and they're making dollars where they used to make dimes!

Thousands of posts will be needed in your territory during

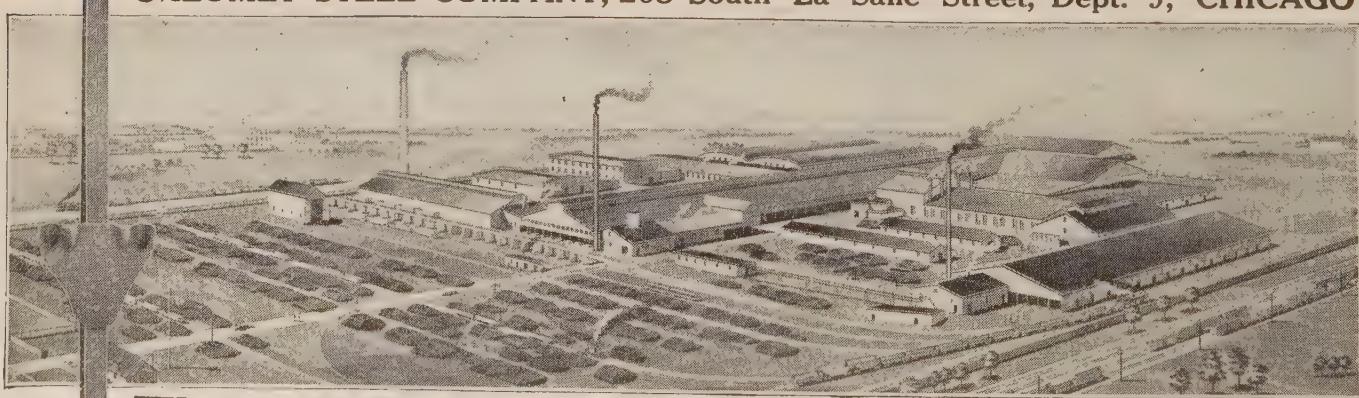
the next five or six months, and you can get more than your share of the business by securing exclusive sales rights for Ankorite Steel Posts. Other dealers have had remarkable success with them—why not you?

Farmers want Ankorite Posts and you are the logical dealer to supply them. Small investment—quick turn-over—you buy them direct from the mill.

Territory is being closed fast—you can hold yours open and secure exclusive sales rights if you'll write NOW. Don't put it off!

**CALUMET STEEL COMPANY, 208 South La Salle Street, Dept. 9, CHICAGO**

**Ankorite**  
STEEL FENCE POST



**The Mill Behind the Post**

This big, modern steel mill has a capacity of forty thousand posts a day—enough to build 125 miles of fence. We can make immediate shipment in any quantity.

SEEDS FOR SALE—WANTED

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

OFFICE SUPPLIES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

OFFICE DESKS, Office and Store equipment for sale. Prices that are "RIGHT." Goods that are more than "RIGHT." Write for MAIL ORDER Catalogue. Wichita Store & Office Equipment Co., 147 N. Emporia Ave., Wichita, Kan.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

SCALES SOLD.

"We sold the scales and had sufficient number of inquiries to sell 10 or 15 more scales with it." The Imperial Mills Co., Wichita, Kans.

HELP SECURED.

"We will be able to procure the help we wish from the applications we have in response to the ad." The Quaker Oats Co., Country Elevator Dept., Ft. Dodge, Ia.

Coming Conventions.

Jan. 13, 14, 15, 16. Farmer Grain Dealers' Ass'n. of South Dakota, at Aberdeen.

Jan. 15. Indiana Grain Dealers Ass'n at Indianapolis, Ind.

Jan. 20, 21, 22. Farmers Grain Dealers Ass'n of Iowa, at Sioux City, Ia.

Feb. 10, 11, 12.—Farmers Grain Dealers Ass'n of Illinois, at Peoria.

Feb. 17, 18, 19. The Farmers Grain Dealers Ass'n of Minnesota at Minneapolis, Minn.

Mar. 10, 11, 12. Kansas Farmers Co-Operative Grain Dealers Ass'n at Salina, Kan.

May 18, 19. Oklahoma Grain Dealers Ass'n at Oklahoma City, Okla.

May 26, 27, 28. Kansas Grain Dealers Ass'n at Wichita, Kan.

June 22, 23, 24. American Seed Trade Ass'n at Milwaukee.

June 21—Wholesale Grass Seed Dealers Ass'n at Milwaukee, Wis.

SEEDS WANTED.

CLOVER SEED WANTED. Mail samples and prices to Walter G. Trumpler, Tiffin, Ohio.

SLIP SHUCK EAR CORN wanted to buy. Must be sound and dry. Address Lyle & Lyle, Huntsville, Ala.

FOR SALE.

ONE BUSHEL EAR CORN CRATES for sale. Write for prices and sample to Wm. Vollbracht Co., Barry, Ill.

SEEDS FOR SALE.

ALFALFA SEED for sale. Address: Johnston Land & L. S. Company, Seward, Nebr.

EXTRA EARLY YELLOW DENT SEED CORN \$3.75 bushel. Cowpeas \$6.00 bushel. W. Wadd Buntin, Route 5, Starkville, Miss.

MEDIUM RED CLOVER SEED for sale. Send for samples and prices. Dadmun Brothers, Whitewater, Wisc.

1919 PAN CAUGHT, RECLEANED LES-PEDEZA Seed for sale; guaranteed free from noxious grasses. Write for prices. Address: Wallace & Boyd, Hollis, Mississippi.

WANTED.

BALED CORN HUSKS, Timothy and Clover Hay, Oats Straw and Grain WANTED. THE HAMILTON CO., New Castle, Pa.

SCREENINGS WANTED.

CORN, WHEAT, Barley, Seed Screenings, Oat Clips and Elevator Offal. Send average sample. Geo. B. Matthews & Sons, 420 South Front Street, New Orleans, Louisiana.

OFF-GRADE WHEAT, BARLEY, Corn or Oats, Wheat Screenings, Corn Screenings, Corn Bran, Oat Screenings, Oat Clippings, Barley Screenings, Barley Chaff or elevator screenings of any kind wanted. Please send samples. B. J. Burns, 324 Chamber of Commerce, Buffalo, N. Y.

BAGS FOR SALE.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

HAY FOR SALE.

HAY HAY  
I buy and sell  
Wisconsin Hay.  
Write me your wants.  
Edward Wilkinson  
Wilton,  
Wisconsin.

SHIP YOUR HAY  
to  
ALBERT MILLER & CO.  
192 N. Clark St. CHICAGO, ILL.

Directory  
Grass Seed Trade

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Belt Seed Co., The, importers & exporters seeds.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass & Dogtail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.

Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.

Illinois Seed Co., The, grass and field seeds.

Johnson, J. Oliver, seed merchant.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds.

INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

KANSAS CITY, MO.

Harden Seed Co., field & grass seeds.

Missouri Seed Co., wholesale exports and imports.

Peppard Seed Co., J. G., wholesale seeds.

Rudy-Patrick Seed Co., wholesale seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.

Louisville Seed Co., clover & grasses.

Wood, Stubbs & Co., grass & garden seeds.

MILWAUKEE, WIS.

Courteau Seed Co., field seeds.

Kellogg Seed Co., grass and field seeds.

L. Teweles Seed Co., field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.

Minneapolis Seed Co., seed merchants.

Northrup, King Co., wholesale seeds.

NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.

Doughten, Inc., H. W., grass & field seeds.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

Radwaner Seed Co., I. T., fd. & gr. seeds, ex. impt.

OKLAHOMA CITY, OKLA.

State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

ST. LOUIS, MO.

Schisler, F. & G. S. Co., A. W., seed merchants.

Mangelsdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Flower Co., The S. W., seed merchants.

Hirsch, Henry, whole, flour, seed.

Toledo Field Seed Co., The, clover, timothy.

WICHITA, KANS.

Ross Bros. Seed Co., fd. seeds, alf., kaffir, sweet corn.

H. W. DOUGHTEN, 69 PEARL STREET  
NEW YORK CITY  
Importers, Exporters and Jobbers  
Grass and Field Seeds  
We Are Buyers of NEW CROP ALSIKE  
and Sellers of D. E. RAPE

HENRY HIRSCH  
WHOLESALE FIELD SEEDS  
CLOVER—ALSIKE—TIMOTHY—ALFALFA  
Our Specialty  
All Other Field Seeds  
TOLEDO - - OHIO

## SEEDS FOR SALE—WANTED

**A. W. SCHISLER FIELD AND GARDEN SEED COMPANY**  
53 Years Service  
Buyers and Sellers  
St. Louis, Missouri

Bag or Car Lots

We Buy **SEEDS** We SellJ. G. PEPPARD SEED CO.  
Kansas City, Mo.

**WHITNEY-ECKSTEIN SEED CO.**  
Wholesale Seed Merchants  
**BUFFALO, N. Y.**  
CORRESPONDENCE INVITED

**THE HARNDEN SEED CO.**  
Field and Garden Seeds—Onion Sets  
Write for our Surplus List of Garden Seeds  
505 WALNUT STREET KANSAS CITY, MO.

**TIMOTHY SUDAN RUDY PATRICK  
ALFALFA FEED MILLET SEED CO.** KANSAS CITY, MO.



**MINNEAPOLIS SEED COMPANY**

WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS OUR SPECIALTY

ASK OUR BIDS BEFORE SELLING. BUYERS, RECLEANERS, SELLERS. WRITE OR WIRE FOR SAMPLES AND PRICES.

TIMOTHY, CLOVERS, MILLETS

GRASSES, FORAGE SEEDS, SEED GRAINS, PEAS, BEANS AND SCREENINGS

P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.GRAIN ELEVATORS AND WAREHOUSES,  
35TH TO 37TH STS. AND RAILROAD  
AVE. SO., ON C. M. & ST. P. RY.

MINNEAPOLIS, MINN.

**IOWA SEED CO.**  
DES MOINES, IA.

Wants to buy or sell seeds

IMPORTERS EXPORTERS  
**GRASS and CLOVER SEED**  
Buyers and Sellers of Timothy, Red Clover,  
Alsyko, Alfalfa, White Clover, etc.  
**NUNGERESSER-DICKINSON SEED CO.**  
New York, N. Y., U. S. A.

**THE  
ILLINOIS SEED CO.**  
CHICAGO, ILL.  
We Buy and Sell  
**Field Seeds**

Ask for Prices  
Mail Samples for Bids

RAPE  
SPRING VETCH  
ALFALFA  
CANARY SEED

**I. L. RADWANER SEED CO.**

SEED MERCHANTS

NEW YORK  
CITY

IMPORTERS

EXPORTERS

**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited. Send us your samples.  
TOLEDO, OHIO

**MISSOURI BRAND SEEDS**  
Specialists  
KANSAS GROWN ALFALFA  
MISSOURI GROWN BLUE GRASS  
**MISSOURI SEED CO.**  
KANSAS CITY, MISSOURI

We are buyers of  
Clovers, Timothy and Alfalfa  
SEEDS  
Send Samples

**L. TWEEL'S SEED COMPANY**  
MILWAUKEE, WIS.

WHEN YOU BUY—BUY RIGHT.  
OUR ADVERTISERS OFFER THE BEST.

SEEDS FOR SALE—WANTED

The Stanford Seed Company, Inc.  
Wholesale Field Seeds :: BUFFALO, N. Y.



**SIOUX CITY SEED CO.**

SIOUX CITY, IOWA

Most Complete Line in the Northwest

Clovers, Timothy, Alfalfa, Seed Corn, Poultry Foods, Etc.

Always in the Market for Your Offerings—Mail Us Sample

**Crawfordsville Seed Co.**  
Crawfordsville, Ind.

**FIELD SEEDS**

**SEND SAMPLES**

of

Timothy, Red Clover, Alsike, Red Top, Hairy Vetch, Bluegrass, Orchard Grass Seed, Rye and Winter Oats, to

**The Belt Seed Co.**

Importers and Exporters  
BALTIMORE

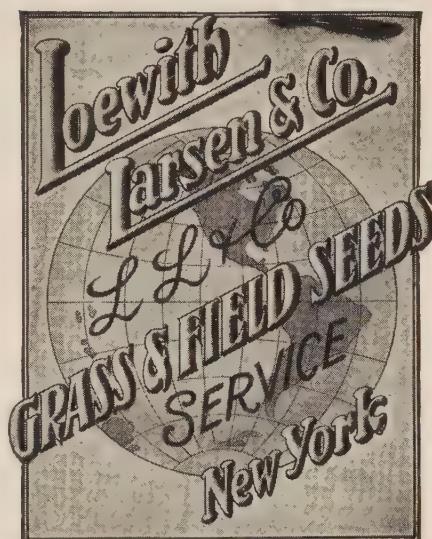
We can offer D. E. Rape, Imported Orchard, Alfalfa, Crimson Clover and Red Clover.

**The Mangelsdorf Seed Co.**

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS



The J. M. McCullough's Sons Co.  
BUYERS—SELLERS  
Field and Garden Seeds  
CINCINNATI - - OHIO

**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

**LOUISVILLE SEED COMPANY**  
INCORPORATED  
LOUISVILLE, KY.  
Headquarters for  
**RED TOP AND ORCHARD GRASS**  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

**WE BUY SEEDS**

Fancy Grains, Clovers, Grass Seeds, Timothy, Field Peas

Send Samples for Our Bids  
Sample Envelopes on Request

**NORTHRUP, KING & CO.**  
SEEDSMEN  
Minneapolis Salt Lake City  
Minn. Utah

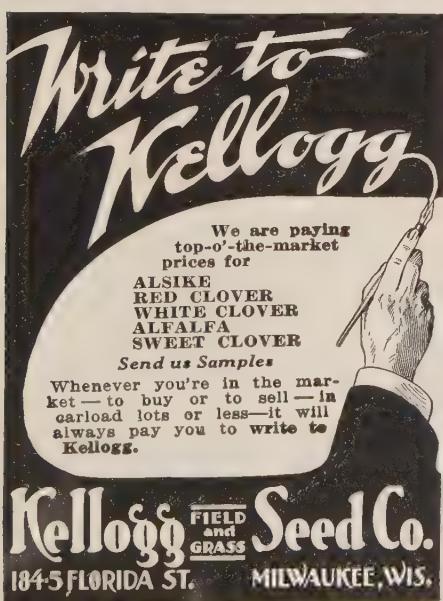
**SEED**

We Buy  
and Sell  
all Varieties  
of grass  
and Field  
Seeds

FLOWER, FIELD and LAWN SEED  
**J. OLIVER JOHNSON**  
Wholesale  
SEED MERCHANT  
1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

**SEEDS** ANY and EVERY  
KIND CAR LOTS or LESS  
The Nebraska Seed Co.  
Omaha, Neb.

**Farmer Seed & Nursery Co.**  
Growers of Northern Grown  
SEED CORN, CLOVERS, TIMOTHY  
AND ALFALFA  
FARIBAULT - - MINN



**The Albert Dickinson Co.**  
MINNEAPOLIS CHICAGO



## A "Flavo" Flour Baking

YOU would be as delighted as she is, for you would know by the flavor what wonderful flour is "Flavo"

Nearly all of the rich, sweet nut-like flavor of the wheat berry is retained in "Flavo" Flour on account of the improved direct process by which it is milled.

This new process is revolutionizing flour milling, for while it leaves the flavor in the flour on account of the non-oxidation of the essential oils of the wheat berry, it also leaves in the flour more of the necessary vitamines. The protein of the bread baked from this flour is more easily assimilated so it is a better bread for children and those having a tendency to indigestion from eating fresh bread.

You will eat more bread if it is made from "Flavo" Flour for it is delicious.

This flour is made in many communities throughout the United States and is made only on the "Midget" Marvel Mill. Everywhere people are demanding this delightfully flavored flour.

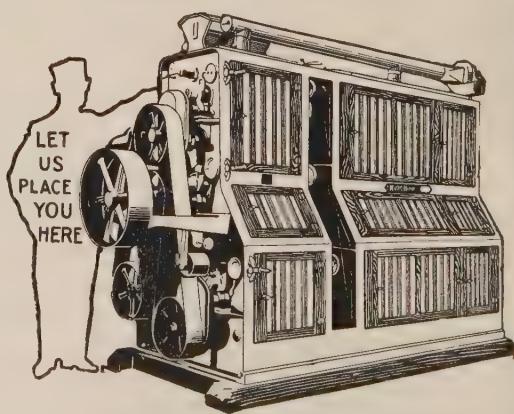
If you haven't tried flour made on the "Midget" Marvel get a sack at once—and you will never use any other. If there isn't one of these mills in your community, write us for the address of the nearest one.

We will also be glad to send you a revised copy of "The Story of a Wonderful Flour Mill." You will find it most interesting.

THE ANGLO-AMERICAN MILL CO.,

738-744 Trust Bldg.

OWENSBORO, KENTUCKY



## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month at  
305 So. LaSalle Street, Chicago, Ill., U. S. A.

Charles S. Clark, Manager

**SUBSCRIPTION RATES to United States,**  
semi-monthly, one year, cash with order,  
\$1.75; two years, \$3.25; three years, \$4.65;  
single copy, 10c.

**To Foreign Countries within the Postal**  
Union prepaid, one year, \$3.00; to Canada,  
\$2.50.

**THE ADVERTISING value of the Grain**  
Dealers Journal as a medium for reaching  
progressive grain dealers and elevator men  
is unquestioned. The character and number  
of advertisements in its columns tell of its  
worth. If you would be classed with the  
leading firms catering to the grain trade,  
place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 10, 1920

TRADE in wheat for future delivery will, no doubt, be actively resumed June 1st even tho the United States continues to reject the Peace Treaty.

LARGE car loads of grain are the natural product of car famines and orders to load to full physical capacity, but the heavy overloading of cars makes for more broken down equipment and leaks. Reports on the car situation in your territory to this journal might be the means of stirring someone to action. Try it.

PEACE is wanted by the Chicago Board of Trade Directors sufficiently to prompt them to adopt resolutions requesting the President to hurry up the peace settlement. Everybody wants peace, and many are willing to make almost any sacrifice to bring about an acceptance of the peace treaty. Business prospects will surely be much more promising when the war is settled and we face the future.

GRAIN DEALERS and other merchants who have been investigated, maligned and instructed by the Federal Trade Commission will be pleased to hear that the Senate has finally appointed a committee to investigate this chronic investigator. While the Commission was originally instituted for the purpose of assisting business to greater efficiency and to encourage the abandonment of out-of-date methods, it has taken it upon itself to regulate and direct private business in a way never contemplated and in a way which should not be tolerated. The Commission in reality is an unnecessary added expense to doing business.

KEEP demanding cars, Mr. Wud-be shipper, and you may receive a glorious surprise someday, because the Public Service officials of the U. S. Railroad Administration are full of glowing promises. All the enthusiastic champions of Government ownership or operation of the railroads seem to have died of disappointment.

UNGUARDED DUMPS need careful watching, as horses are very expensive. News item in the Iowa column, this number, tells of the killing of one horse and the injuring of another, each valued at \$650.00. An occasional inspection of dump long bearings and supports as well as caution in locking dump will prevent many accidents.

THE PLOWING up of winter wheat in Idaho and the congregating of myriads of the detested Hessian fly in winter wheat fields should bring active joy and cheer to the few remaining members of the Crop Killers Union. If acceptable spring wheat seed can be found, no doubt, a larger acreage will be planted to this grain next Spring than ever, because the price of wheat of the next crop promises to be much higher than obtainable on the last crop.

PHILADELPHIA has established a Car Examination Bureau and hereafter will report on the physical condition of the grain laden cars upon their arrival in that market. This should help shippers, suffering loss of grain in transit, to establish their claims for shortages. Now that shippers to that market can obtain such reports, it is up to them to cooper and seal their cars more carefully than ever and keep a complete record of the seals on each car.

THE EUROPEAN corn borer has been found in such numbers in New York and the New England States that the Governor of Illinois has issued a proclamation forbidding the importation into the state of corn, broom corn, celery, dahlias, chrysanthemums, gladioli and geraniums from the section specified because the borer has been found in alarming numbers in the different products embargoed. This destructive insect was complained of by different sections last year and inasmuch as it multiplies very rapidly, it would seem to the advantage of all interested in farm crops to take every precaution to prevent its obtaining a foothold in any corn growing section.

THE RAILROADS have been granted several heavy increases in freight rates, but they have also been given increased costs of labor and materials, which has reduced the profits of operation to zero, hence they are asking for an advance of 26% in freight rates. When the railroads are returned to private operation, March 1st, many reforms will be instituted immediately and an army of useless barnacles will be removed from the railroads, but even with all practical economies the railroads will need more revenue unless the unreasonable demands of the railway labor unions are withdrawn. Any further increase in the cost of transportation will effect an increase in the cost of every article we eat, wear or use.

IF THE U. S. Railroad Administration does not soon get cars to some large wheat stations of the West, the dealers will be unable to market the wheat until after the Government's guarantee of price expires. Inasmuch as some choice wheat is commanding very attractive premiums, this will not cause much grief among the members of the trade.

A LOCOMOTIVE of the Pere Marquette undertook to celebrate Christmas week at Holly, Mich., by jumping the track and plunging into the old McLaughlin grain elevator. If the elevator was located on railroad land covered by a lease, the owners will, no doubt, bear the full expense of the accident; but if it is on their own land, the railroad claim agent was around before daybreak the next morning to effect a settlement.

FIELD SEEDS will no doubt be distributed by Congress as usual unless an overtaxed public protests against the continuation of this wanton waste. Many trade and agricultural associations have protested against the continuation of this expenditure, but the members of Congress have hesitated to release this petty graft. No one has ever cared for the poor seeds sent him by his Congressman because he can go to the nearest grocer and buy better seeds for a pittance.

THE LIABILITY of directors who sign a joint note for the benefit of an elevator company is causing considerable worry to a number of directors of a company at Barber, Mont., which was not directed successfully, so the directors have all incorporated their farms and secured their own employment as managers at fair yearly wages. As the notes were signed prior to the incorporation of the farms, it does not seem possible that the incorporation will in any way nullify their liability on their notes. When a corporation commences going downhill, it is a pretty good plan to change its management before the business is beyond recovery.

SIDE TRACK LEASES which contain many clauses unfair to the elevator owner are being forced upon many timid grain dealers because they will not fight. An Ohio dealer whose query appears in this number is threatened with the removal of his track and a refusal to handle his grain shipments unless he signs the unreasonable lease. The railroad officials overlook the fact that contracts signed under duress have no force. Some railroads are demanding that the elevator men pay the lion's share of side track maintenance, a clause which is just as intolerable as the excessive rentals demanded. Grain elevator owners must expect to suffer many unreasonable exactions at the hands of the railroads unless they stand together and fight for more reasonable terms. Wherever the State Railroad Commission or the Public Utilities Commission has been appealed to in the matter of leases and side track agreements, the elevator owner has invariably obtained far fairer conditions. So many grain elevator men have meekly submitted to the many extortions of the carriers that the official gougers have come to believe that the grain dealers will stand for anything. Will you?

# The GRAIN DEALERS JOURNAL.

## Rapid Growth of Feed Trade.

The growth of the trade in commercial feedstuffs during the past five years has been remarkable, but the convictions of many men in the business are that the growth and development of the business during the next five years will be even greater. Rate breaking points seem to afford advantages that attract feed manufacturers in number and particularly in the South, we find many new plants contemplating extensive improvements which will carry the business far beyond the former hopes of the most enthusiastic believers in the future of the commercial feedstuffs business.

The Southeast has always been an attractive market for the makers of feedstuffs and the marketers of coarse grains, but its former demands have been small in comparison with the volume now being shipped to it. The prosperity of the Southeast is making it a stronger buyer than ever and the season has just begun. Manufacturers have so much confidence in the future of the trade that they are planning many extensive improvements for the coming season.

While the use of blackstrap and cotton seed meal is on the increase, it does not seem to have effected a material reduction in the demand for coarse grains. If cars were only obtainable in reasonable number, a much larger volume of feed would be moving, but so long as the railroads are handicapped by political inefficiency, better service would seem to be impossible.

## The Car Famine.

Grain receipts at terminal markets continue disappointing not because there is a dearth of supplies at country elevators and back on the farms, but principally because of the inefficiency of the railroad management. Cars suitable for transporting grain are very scarce. Many shippers are rejecting more than half the cars tendered them for grain shipments, not because the cars need ordinary cooping, but because they are in such rundown condition shippers do not consider themselves properly equipped to place the cars in condition to transport grain. Hauling worn out cars from place to place in search of freight that could be safely intrusted to them for transportation, makes for waste.

In some sections there is virtually no movement of grain notwithstanding much of it is piled out in the open waiting good cars and many mills are needing wheat to keep going. The demand for corn is strong in every market and the supplies back on the farm is large, yet without efficient railroad service, it cannot be marketed. The railroads are not supplying one-half the transportation facilities needed, due to their neglect to secure new equipment and to keep old equipment in running condition. Old time grain shippers have experienced grief, but nothing that ever compared with the wretched service obtained at the hands of the railroads on the marketing of the present crop.

Political interference seems to have crippled the railroad management to an extent that has thoroughly incapacitated all departments. Several communications appearing in letters in this number in a measure reflect the condition and the causes for the wretched service in different sections of the country. Grain shippers who want relief should protest vigorously to their Congressmen and to all the officials of the U. S. Railroad Administration. Stir them to action, get something started before the transportation facilities go all to pieces.

## Mr. Barnes' Warning.

Wheat Director Julius H. Barnes has just issued a formal warning to wheat traders to look out lest they be crushed in the price fluctuations likely to follow the termination of Government control of the wheat market.

Mr. Barnes points out that the stocks of wheat flour and wheat in the hands of farmers, millers and dealers aggregate 504,500,000 bus. or 169,500,000 bushels more than one year ago, and the receipts from farms June 27 to Jan. 2 aggregated 653,682,000 or 11,367,000 bus. more than for the same period of the preceding crop year. Still, with the increased receipts and exports reduced by 33,000,000 bus., the visible supply report shows terminal stocks of wheat to be only 70,961,000 bus. or 32,739,000 bus. less than a year ago.

The wheat traders may have been induced by the small visible supply to suspect that the Government had greatly overestimated the wheat crop of 1919 and have been hoarding supplies beyond their needs and that forced upon them by the car situation, but as Mr. Barnes' figures are compiled from reliable reports of stocks on hand, they must be accepted over all others.

The crop year is one-half gone, yet we have considerably more than one-half of the last crop in store, with many farms still to hear from. According to Mr. Barnes our total consumption for food and seed for the crop year of 1918-19 did not exceed 550,000,000 bus. If we do not consume more than that this year we will surely have more wheat to spare to Europe than she can pay for, so wheat may be a drug on the market when the railroads bring it to market.

No one doubts Mr. Barnes is making an earnest effort to forestall disaster to the wheat traders, but nevertheless many will ignore his kindly advice and take wild chances just as they have always done in a free market.

## Indexing Arbitration Decisions.

A Kansas correspondent in this number ventures a suggestion as to the printing, classifying and indexing as well as cross-indexing of all grain trade arbitration decisions to the end that the trade may be guided to safer business methods by well thumbed copies of the decisions. This matter has been acted upon favorably by the Grain Dealers National Ass'n upon two different occasions, and the decisions were ordered printed on a standard size sheet so that they could be easily gathered in a loose-leaf binder and made accessible to all.

Such publication would greatly increase the influence and value of the work of the arbitration committee, and what is more, such a volume would be of great assistance to arbitrators in passing on mooted points. At present, all flounder about in the dark and each is guided in formulating decisions by his own experience or the customs in vogue in his own territory. No doubt, many decisions have been rendered that were contradictory to another, and other contradictory decisions will be rendered. The practice of settling trade disputes and differences through arbitration has attained such good standing with the members of the grain trade that it would be a dire calamity to permit anything to happen which should undermine that confidence, or tend to discourage any dealers in arbitrating trade differences.

The old practice of rushing to court with every dispute delighted the lawyers who waxed fat on long drawn out litigation. The

trade has profited so largely from the splendid work of the volunteer arbitrators that it should not hesitate to go to any expense necessary to insure the permanence of arbitration as a means for the equitable, fair and quick settlement of trade disputes. The suggestion that decisions be published truly merits the active support of every member of the trade. Let us have it.

## Elevator Improvements for 1919.

Notwithstanding the unusual difficulties experienced in obtaining labor and material needed in the construction of grain elevators, our news columns contained reports of the erection of 859 country elevators and 72 terminal elevators during the last year. In addition 160 houses were enlarged and 285 overhauled. The materials used in the construction of the new elevators indicated that 240 were designed to be fireproof construction, and 443 were of combustible material.

While the improvements for 1919 were greatly in excess of those made the preceding year, the indications are that they are small indeed compared with what will be attempted during 1920. Letters from dealers, contractors and supplymen all indicate an active year for improvements. One enthusiastic machinery representative, who spent three months traveling in Nebraska, recently stated that that State alone would build one thousand elevators during the coming season.

The percentage of fireproof elevators constructed last year was about the same as for 1917 and 1918, approximating 20% of the total number. The poor transportation service of the last year did much to retard elevator improvements and must be expected to interfere materially with this year's improvements. However, the grain dealers who are anxious to celebrate the relief of the grain business from governmental supervision will not let minor difficulties stand in the way of their ambition to celebrate their release with the adoption of up-to-date facilities for handling and improving grain. The detailed figures follow:

	Country Elv.	Terminal Elv.	Combustible.	Overhauled.	Electric motors installed.	Engines installed.	Other Bldgs.	Other machinery.	Burned.	Damaged by fire.
Ariz. . . . .	0	0	0	0	0	0	1	0	0	0
Ark. . . . .	4	0	2	2	0	0	4	1	3	1
Cal. . . . .	1	1	0	1	0	0	0	1	8	0
Can. . . . .	10	11	2	1	0	0	0	4	0	11
Colo. . . . .	10	0	2	3	0	6	0	4	9	1
Ida. . . . .	15	3	6	11	0	5	0	4	0	0
Ill. . . . .	113	0	39	53	28	32	14	8	25	60
Ind. . . . .	57	2	14	34	9	11	16	2	11	34
Iowa . . . . .	57	9	26	20	11	25	13	0	28	49
Kan. . . . .	132	5	26	87	31	30	19	8	29	58
Ky. . . . .	3	3	4	2	0	1	0	3	1	4
La. . . . .	0	0	0	0	0	0	0	0	0	0
Md. . . . .	3	1	2	1	0	0	0	2	3	1
Mich. . . . .	8	1	1	2	1	16	0	2	3	12
Minn. . . . .	34	4	7	15	17	34	13	7	16	49
Mo. . . . .	66	15	20	41	6	11	3	0	14	19
Mont. . . . .	19	2	1	19	0	8	0	0	2	3
Neb. . . . .	71	3	25	36	7	24	10	4	13	43
N. Eng. . . . .	4	2	2	3	3	1	0	1	2	3
N. J. . . . .	1	0	1	0	0	1	0	1	0	0
N. M. . . . .	4	0	0	0	0	0	0	0	0	0
Nev. . . . .	0	0	0	0	0	0	0	0	0	0
N. Y. . . . .	6	0	2	1	0	0	0	0	3	12
N. D. . . . .	36	1	6	22	6	23	6	4	5	15
Ohio . . . . .	29	0	9	11	8	10	3	2	10	33
Okl. . . . .	39	0	4	29	9	16	2	4	11	23
Ore. . . . .	2	4	4	1	1	0	0	0	2	0
Pa. . . . .	8	1	0	2	0	2	0	0	1	0
S. D. . . . .	42	0	2	19	6	16	6	1	7	50
S. E. . . . .	14	2	8	5	1	1	0	3	8	3
Tenn. . . . .	5	2	4	2	4	2	0	0	4	1
Tex. . . . .	33	0	4	10	4	4	2	1	11	14
Utah . . . . .	5	1	2	1	0	0	0	0	2	0
Wash. . . . .	11	0	5	2	3	3	0	0	3	5
Wis. . . . .	11	1	0	4	3	3	0	1	3	10
Wyo. . . . .	6	0	1	2	0	0	0	0	1	0

Total 859 73 240 443 160 285 108 46 227 527 202 77

## When to Let Go of Wheat.

Wheat of the higher grades has been selling at steadily mounting quotations during the past few months. One reason has been the deficiency in the spring wheat crop, compelling the Minneapolis millers, who are the leading factor in price making of flour, to ask more for their product. Millers elsewhere bid up the price of good wheat. Another reason is the advance in the Grain Corporation's sale price of wheat, giving the markets a powerful uplift everywhere. Finally the Canadian Government rushed up with a belated 50-cent advance.

It is time for holders of wheat to ask themselves whether anything better than the present \$1 premium over the government price can be expected. Altho the United States has an unquestioned surplus of wheat this factor alone is not bearish. The future of prices will probably be influenced mostly by the political situation in Russia and secondly by the financial position of our best foreign buyers. As soon as the present bubble of foreign credit is pricked buying by Europe will come to a standstill.

With the extension of the Russian dictatorship's sway over the southern grain surplus provinces political considerations again come to the fore. Russia is in great need of manufactures that can be supplied by Central and Western Europe, and what is more natural than a release of the pent up flood of wheat credibly reported to be on hand in Russia. The Petrograd dictatorship is clever enough to use its wheat stocks as a bait for removal of the economic blockade.

## Liability of Telegraf Companies for Negligence.

Elsewhere in this number of the Journal is published in full a decision by the Supreme Court of the United States Dec. 8 ignoring the public policy violation that allows a public service corporation to evade liability for its own negligence.

The court holds that as the federal act of 1910 made the matter of rates one of federal or interstate commerce regulation, a rate prescribing that no damages above the cost of transmission would be allowed on an unrepeated message came under the protection of the federal authority and that telegraf companies may continue to charge for service and pay no attention to carefulness in transmission as long as the Interstate Commerce Commission has failed to declare the regulation unreasonable.

Accepting this decision at its face value the only way out is for users of the telegraf service to unite in demanding that Congress amend the law regulating the telegraf companies to declare specifically that it shall be unlawful for a telegraf company to limit its liability for negligence. Such an amendment could follow the lines of the Cummins Amendment to the Interstate Commerce Act prohibiting a carrier from contracting against liability for its own negligence.

It is true that present telegraf rates do provide an insured rate with unlimited liability, but it is prohibitive and intended by the

wire companies to be so, as they prefer to collect for a service and give no guaranty of performing it. The amendment to the Act should provide a means whereby the Commission could set a rate on guaranteed accuracy that would fairly compensate the telegraf company. Thoro investigation would disclose that an insured rate need be scarcely higher than the rate on an unrepeated message.

Until the law is changed so as to encourage the telegraf companies to exercise greater care in the transmission of messages, it will be necessary for all users of the telegraf service to use cipher codes and immediately confirm all messages by mail, thus reducing the chance for error by telegraf operators and insuring the early detection of errors when made.

## The Fighter Disappearing from the Trade.

Fortunate indeed is the grain dealer who is located in a terminal market made up of firms so fair and square in their dealings with one another and with outsiders that each member is not only able honestly to speak well of his fellow-members, but he is glad to do so. The man who is proud of his exchange and its work and ever ready to speak well of his fellow-members inspires confidence in his own business methods and reflects credit on the customs in vogue in his market. While the dealer who speaks naught but ill of his competitors casts reflection upon his own honesty and drives business from his market. No grain dealer ever attained permanent success by wrecking his competitors and none will grant he deserves success.

The grain trade associations have done much commendable work in correcting bad practices and in substituting exact for loose methods, but better than all, they have imbued most of their earnest supporters with a patient toleration for their competitors. The overbidding fighter, whose one ambition was to get all the grain regardless of results, thanks to the associations, is fast disappearing.

A marked improvement is also taking place in all of the grain exchanges, and, just as President De Vore of the Toledo Produce Exchange said in a recent address, quoted elsewhere in this number, it is the most important advance in recent years. Nursing petty jealousies never profited the nurser, but often has greatly helped the object of the enmity. Competitors who encourage a broader tolerance for one another help their entire organizations to devote more time and thought to the promotion of their business.

A FOUNTAIN PEN that is no joke is the valuable Christmas gift to friends of Bert A. Boyd.

HARRY M. PAYNTER sold a car of dark northern wheat Jan. 8 at the record high price of \$3.49 per bushel to Bartlett-Frazier Co. This is the highest price ever paid for wheat for commercial purposes, barring seed wheat. It exceeds the Civil war record of \$2.70.

## Unfair Minimum Weight Rule Set Aside.

Before Feb. 21, 1920, the N. P., G. N., U. P. and C. & N.-W. Rys. are required by the Interstate Commerce Commission to publish a new tariff on wheat moving from Oregon to Chicago which shall provide for the assessing of charges on shipments in cars furnished for the carrier's convenience, of a capacity less than the minimum, not in excess of those which would accrue upon the marked capacity of the car used, so long as they maintain a flat minimum applicable in connection with a rate on this traffic from and to the same points.

This order grew out of a complaint by the Northern Grain Warehouse Co. of Portland, Ore., against the minimum assessed on 42,-410 lbs. of wheat moving from Culver to Chicago on January 15, 1917, over the lines of the Oregon-Washington Railroad & Navigation Co., and Oregon Short Line, Union Pacific, and Chicago & North Western railroads. Charges were collected at the rate of 65 cents applicable to shipments moving in cars of 40,-000 pounds marked capacity, the size of the car used. Complainant insists that his car was furnished in lieu of a car of 80,000 pounds capacity ordered by it. The B/L and freight bill bear notation that the car used was furnished at the carrier's convenience in lieu of an 80,000-pound capacity car ordered.

In the tariff naming the 65-cent rate defendants also published for alternative application a rate of 50 cents from and to the same points, subject to a minimum weight of 80,000 pounds, except that when cars of less than 80,000 pounds capacity are furnished, the minimum carload weight will be the marked weight capacity of the car used, but not less than 60,000 pounds.

The lowest per-car charge under this rate and rule was \$300. Complainant does not attack the measure of the rate charged or the minimum applicable thereto, its sole contention being that the provision above referred to which fixes the minimum weight in connection with the 50-cent rate at not less than 60,000 pounds, in cases where the carrier furnishes a car of less capacity, is unreasonable. Apparently complainant was prepared to load 80,000 pounds. It contends that as the smaller car was furnished for the carrier's convenience, it ought not to be deprived of the benefit of the lower rate which would have been available if a car of the size ordered had been furnished. Reparation is accordingly asked on the basis of a rate of 50 cents and the actual weight of the shipment.

Prior to Feb. 22, 1916, the defendant's tariff provided in connection with the 50-cent rate a minimum of 80,000 pounds, except that, when cars were loaded to capacity, actual weight would govern, but in no case less than 77,000 pounds. On that date the limitation was removed, so that if the carrier was unable to furnish an 80,000-pound car, the minimum in connection with the 50-cent rate was the marked capacity of the car furnished. The present provision became effective Nov. 20, 1916. Complainant urges that the provision in effect between Feb. 22 and Nov. 20, 1916, would be reasonable and proper for the future.

The establishment of the 60,000-pound limitation on Nov. 20, 1916, resulted in increased charges which the defendants have the burden of justifying. For the defendants it is insisted that the car used was ordered by complainant for the shipment. Their testimony in support of this, however, is insufficient to rebut the presumption that the notations on the B/L and freight bill are correct.

The Commission allowed plaintiff \$63.62 reparation with interest at 6% per annum from April 13, 1917.

# Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Charge for Depreciation?

*Grain Dealers Journal:* Please advise us what is considered a fair percentage to charge off annually for the depreciation on an iron-clad elevator building standing on leased railroad ground, including both building and machinery. The elevator in question has 12 bins, with a total capacity of 20,000 bush.—S. G. Murray.

**Ans.:** The customary practice is to charge off 15 per cent on running machinery and 10 per cent on building.

## Largest Carload of Corn.

*Grain Dealers Journal:* On Jan. 5 we unloaded what we think was a very large load of corn and we know it to be the largest load that was ever shipped to this market.

It was car U. P. 125851, shipped from Tremont, Ill., consigned to Geo. L. Bowman & Co., and was unloaded at Corn Products Company. It weighed, gross 187720; tare, 44820; net, 142900. Shipper's weight was 143000 lbs. Stencil weight of the car was 44200 lbs.

Will the Journal advise me what was the largest car that has been brought to its attention. I have reference to corn.—Clay Johnson, Chief Supervisor, Weighing and Scale Dept., Board of Trade, Peoria, Ill.

**Ans.:** The largest carload of corn weighed recently by the Chicago Board of Trade Weighing Department was received Dec. 31, 1919, at the plant of the American Maize Products Co. The car number was U. P. 125-313. It contained 148,040 pounds.

## Signing Side Track Agreement?

*Grain Dealers' Journal:* The railroad company has asked us to pay 35 per cent of the cost of keeping in repair the siding running into our elevator situated on railroad ground. They claim this is our proportion of use of track.

The railroad officials want us to sign up an agreement that covers four pages; and say that if I do not sign the contract they will refuse to handle my freight and remove the track. Can they do this? The track has been in here 50 years or more, ever since there has been an elevator here. The same track is used by the railroad company to unload freight.—L. A. Hiegel, Versailles, O.

**Ans.:** For a complete statement of the status of side track agreements see pages 527, 533 and 534 of the *Grain Dealers Journal* of Sept. 25.

The railroad can take up the track and thereby become liable for damages to the shipper.

A side track lease is worth only a few dollars a year, as shown by Iowa Commission decision in the *Journal* Dec. 25, page 1121, column 3.

Shipper should respond in writing to the railroad company's demand, offering a reasonable rental and to sign a reasonable contract with the objectionable clauses stricken out. A carbon copy of this offer should be kept. Also witnesses or hearers of the threat to take up the track should be obtained. The threat will be grounds for an injunction restraining the railroad company from interfering with the track or refusing to give service.

Shipper's offer to sign a reasonable contract specifying the exact rental will give him grounds for heavy damages in case the railroad company makes good its threat (which it never will) to take up the track.

Clauses casting all liability for fire and wreck on the lessee do not belong in such contract, and shipper should strike them out. As to what is a reasonable rental, that could be left to arbitration, in the absence of any ruling by the Ohio State Railroad or Public Utilities Commission. A rental of 6% per annum on the basis of a fair average value would be considered ample.

## Grading Rules.

*Grain Dealers Journal:* Where can I get the grain grading rules?—J. P. Highbarger, Jolley, Ia.

**Ans.:** The rules for grading wheat, corn and oats may be obtained from any of the Federal Grain Supervision offices or from the Board of Review, Webster bldg., Chicago, or the Federal Grain Supervisor, Continental & Commercial National Bank Bldg., Chicago.

Rules on barley and rye may be obtained from the state grain inspection departments; or, in states having no government inspection, from the grain exchanges.

## Was Shipment in Contract Time?

*Grain Dealers Journal:* Some time ago we sold a lot of grain for shipment to Spokane, Wash., during the month of December.

We tendered B/L covering a car which was shipped from point of origin on Dec. 29; but diverted on Jan. 3 to Spokane, Wash. The original destination was intermediate to Spokane and the diversion issued before the car arrived at first destination. When diverting the car, the railway company issued a new B/L which was dated Jan. 3, and had a notation to the effect that "This B/L issued in exchange for one issued at point of origin on Dec. 29."

The party to whom we sold this grain refused this car claiming that shipment was not made on contract time.

No doubt, there have been similar cases and we will thank the Journal to publish its opinion.—Sioux Grain Co., Sioux Falls, S. D.

**Ans.:** Notation on B/L that it was issued in exchange for one issued Dec. 29 is sufficient proof that car was loaded in December. Since the diversion added nothing to buyer's cost, freight or charge he is bound to accept the diverted car. Shipment is complete when all billing instructions have been filed with the railroad company by the shipper, as the car then can move.

On the other hand if the car got to diversion or some intermediate point on Dec. 31 and was held there by shipper until diversion orders were given Jan. 3 the shipping instructions must be said to have been incomplete, and buyer, not having received delivery as early as he would have but for holding in transit would have reason to refuse shipment. This is a question of fact not covered in the statement, but raised by the Jan. 3 date of the new B/L.

## Delayed Receipt of Offer?

*Grain Dealers Journal:* On the afternoon of Dec. 23 we offered a firm in Peoria 2 cars of 4-yellow corn in transit at 1.44 1/2. Some time later in the afternoon this firm filed a wire which read: "Offer Eastern half composite delivered Peoria in transit. Advise car number and size. Conditions weak here. We are offered spot corn at your price. Sighing."

This wire was not received in Sioux City until 8:03 a. m. the morning of the 24th, and was delivered to our office about 8:30. We immediately replied to this wire, same leaving here at 8:46 as follows: "All right. Book one eighty and one sixty composite."

In this wire we advised them car numbers, etc. This wire reached Peoria and was delivered to this firm at 9:07. At 9:33 a wire was filed by this firm which read: "Your acceptance too late. Have purchased our requirements with spot corn." Upon receipt of this wire I immediately wired them as follows: "Your bid delivered 8:30 this morning. Accepted immediately. Expect you to take corn."

We proceeded to invoice and make draft on these two cars of corn which they refused. The drafts going to protest. I advised them at the time that they refused the draft on this corn that same would be handled for their account. We have a letter in our possession written on Dec. 23 confirming their bid of 1.43 1/2 for these two cars of corn and expressing their hopes that we would be able to confirm on this bid.

My contentions are that we conformed with all the requirements of their offer and that we have a clear case against them. We would like the Journal's opinion in this matter.—L. O. McClintock, mgr. Warwick Grain Co., Sioux City, Ia.

**Ans.:** While this message was unduly delayed in transmission nevertheless the telegraph company was the agent of the sender; and sender having chosen his agent, is responsible for the delay.

Since all the offers originated in the afternoon, buyer knew reply to the second offer might not be received until next morning, if seller closed his office at the hours usual to grain men.

Assuming that the message was filed in Peoria so late that prompt transmission resulted in arrival at Sioux City after office hours, the buyer must accept the corn and stand the loss. If message was filed so late that it ought to have reached Sioux City before closing hours, the buyer must accept the corn, but can recover his loss from the telegraph company, if it was a repeated insured message.

The use of the code word "sighing" "reply by telegraph immediately" might have been taken by seller to show that buyer expected reply the same day. But seller knew that buyer's message was filed so late that an early morning reply, reaching Peoria before the opening of the Board of Trade, would satisfy the trade requirements. December corn opened Dec. 24 fractionally lower and buyer's waited until 3 minutes after the opening to advise seller that acceptance was too late.

Buyer's failure to specify time limit for acceptance under Rule 13 of the *Grain Dealers National Ass'n* left it open to seller to accept next morning.

## Vincent at Head of Kansas City Board.

The new pres. of the Kansas City Board of Trade, Fred C. Vincent, is a native of Odell, Illinois, and began his business life with one of the leading grain firms on the Chicago Board of Trade in 1902. After three years he was sent by the firm to Kansas City to take charge and became a member of the Kansas City Board in 1906. In 1908 he joined the Simonds-Shields Grain Co., and when this company was united with the Lonsdale Grain Co. he became sec'y and treas. His company operates the large Milwaukee and Great Western Elevators.

During the war Mr. Vincent spent seven months in France and Germany in Red Cross work. He is manager of the cash wheat department of the company and is well qualified to head the Board that in a few years has become one of the strongest commercial organizations in the United States.



F. C. Vincent, Kansas City, Mo.,  
Pres. Board of Trade.

## Charles L. Niemeier.

Chas. L. Niemeier, elected pres. of the Merchants Exchange of St. Louis Jan. 7th, 1920, is the fifty-sixth president of that organization.

He has been a member of the Merchants Exchange of St. Louis for the past twenty years. His connection with the grain business of St. Louis, however, dates back to 1887, when at the age of sixteen he went to work for Schwartz Bros. Commission Co. He



Chas. L. Niemeier, St. Louis, Mo., Pres. Merchants Exchange.

continued with Schwartz Bros., for about thirteen years, filling various positions, such as office clerk, traveling solicitor and salesman.

In 1900 Charles L. Niemeier and Henry C. Schultz formed a partnership under the firm name of Schultz & Niemeier, which firm was later incorporated as the Schultz & Niemeier Commission Co. Mr. Niemeier served as secretary-treasurer until the death of his partner, when he was elected pres. of the company, which does a general commission business, but makes a specialty of handling wheat.

Mr. Niemeier served on the board of directors during 1913 and 1914, was elected 2nd vice-pres. and served for two years during 1917 and 1918, was first vice-pres. in 1919 and has now succeeded to the presidency.

He is active in civic affairs, is a director in the Scottish Rite Cathedral Ass'n and is a director in the Lindell-Fairground Realty & Investment Co.

PROMINENT British food expert thinks the government there should release control over wheat imports. He says that release of control over prices of corn, oats, linseed and cottonseed resulted in lower prices and the same would probably occur in wheat. Under control Argentine oats sold in England for 60 shillings per 304 pounds. Under competition they declined to 44 shillings. On corn the government made a big profit but they finally relinquished control.—C. A. King & Co.

## Com'ite to Get Cars.

Three members of the Chicago Board of Trade have been appointed by Pres. L. F. Gates as a com'ite to visit the headquarters of the U. S. Railroad Administration at Washington to urge the necessity of providing cars to move corn and other grain from country stations to the terminal markets.

Geo. E. Booth of Lamson Bros. & Co., G. B. Van Ness and Adolph Kempner, all active grain receivers, are the members of the com'ite who will confer with Director General Walker D. Hines.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Pa. 23,230 passed thru Holyoke, Colo., Dec. 17 leaking wheat.—Reiner-Smith Grain Co., Paul Reiner, mgr.

N. C. & St. L. 3937 passed thru Dana, Ia., Dec. 18, leaking corn at end of car, which was spread so there was no chance to repair.—E. Moranville.

G. N. 207,591 passed thru Philo, Ill., Dec. 11, leaking yellow corn thru loose sheathing near the doorpost. Train was here only a few minutes and we could not get to it to stop the leak.—J. A. Gilles.

## Cars Leaking Grain at St. Louis and St. Joseph.

*Editor Grain Dealers Journal:* On Nov. 26th last, I furnished you a statement of the number of cars of grain arriving at Kansas City, and inspected by the Missouri Department from July 15th to Nov. 15th, 1919, and also giving you the number of cars unloaded at the Public Elevators at Kansas City during that period and the number of cars found to be leaking and the location of the leaks on each car. This information you published in full in the Grain Dealers Journal for Dec. 10, page 1021.

*At St. Louis.*—The total number of cars arriving at St. Louis from July 1st to Dec. 24th, 1919, was 23,680, all of which were inspected and graded by the Missouri Department, on arrival in the Railroad Yards, but of that number only 9,497 cars were ordered to Public Elevators under the jurisdiction of this Department, for storage or transfer, and all of these cars were weighed by Weighers of the Missouri Department. Therefore, this report, as to leaks found on cars, applies only to the 9,497 cars which were examined for leaks by Missouri State Weighers at the Public Elevators, where the cars were unloaded or transferred.

Of the 9,497 cars taken into storage or transferred by the Missouri Department at St. Louis from July 1st to Dec. 24th, 1919, the records of the State Weighers show that 1,899 cars were found to be leaking, as follows:

- 760 cars leaking at end.
- 494 cars leaking at side.
- 342 cars found by State Weighers with doors open.
- 138 cars leaking at grain doors.
- 95 cars leaking at corner.
- 62 cars leaking at draw bar.
- 5 cars leaking through floor.
- 3 cars leaking at king-bolt.

*At St. Joseph.*—The Missouri State Grain Inspection Department inspected in the Railroad Yards at St. Joseph, 9,355 cars from July 1st to Dec. 24th, 1919, and of this number only 3,229 were unloaded or transferred at the Public Elevators at St. Joseph. These cars were all examined for leaks by Missouri State Weighers on arrival at the Public Elevators and of the 3,229 cars unloaded, 1,296 were found to be leaking, as follows:

- 377 cars leaking at end.
- 323 cars leaking at grain doors.
- 300 cars leaking at side.
- 138 cars leaking at door posts.
- 127 cars leaking at corner.
- 20 cars leaking at draw bar.
- 9 cars leaking through floor.
- 2 cars leaking at king-bolt.—Yours truly,

Jas. T. Bradshaw, Grain Warehouse Commissioner of Missouri, Kansas City, Mo.

## Edwin W. Shields Dead.

After an illness of about three years, E. W. Shields, prominent in grain circles, passed away at his home in Kansas City, on the night of Jan. 3. He was pres. of the Simonds-Shields-Lonsdale Grain Co. and has been active in the affairs of the Board of Trade until recent years.

He was born in Davenport, Ia., on Nov. 25, 1866, and went to Kansas City when 12 years of age. He concluded his schooling in the public and high schools of that city, and when 16 years old he started to work. He was engaged as office boy by the Simonds-McCoy Grain Co. and from that time on he went thru every stage of the grain business as an employe, until he finally became a partner. For many years the reputation of the firm has grown until it now is known throughout this country and Europe.

Mr. Shields bore a nation-wide reputation as an authority on grain. At the time of the war he was made a member of the advisory com'ite to the Food Administration, to which work he gave no small part of his time by going to Washington and assisting there in carrying on that necessary feature of the country's conservation program.

He was married in 1895 and besides the widow, two children survive, Miss Caroline, 16, and Richard, 12.

Mr. Shields had been a director in the New England National Bank fifteen years. He was a member of the Metropolitan Club of New York, Chicago Club, Kansas City Club, Country Club and in addition was identified with a number of other organizations both of a social and civic nature.

At the time of his death he was pres. of the Fine Arts Institute of Kansas City.



Edwin W. Shields, Kansas City, Mo., Deceased.

# The GRAIN DEALERS JOURNAL.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### A Big Car of Corn.

*Grain Dealers Journal:* How is this for a big car of corn? Car UP 136929, shipped from Central Iowa Grain Co., Kelley, Ia., to Des Moines Elevator Co. at Des Moines contained 120950 pounds of shelled corn.

Can anyone beat this?—Yours truly, Central Iowa Grain Co., Des Moines, Ia.

### No Cars; Farmers Discontented.

*Grain Dealers Journal:* There is an awful discontent among the farmers. They have worked and toiled to produce crops and live stock and then can't dispose of it. We have no cars to ship grain or stock.

It begins to look as if it was about time for the farmers to strike and show their hand.—J. H. Ris, mgr. Farmers Elevator Co., Popejoy, Ia.

### Arbitration Decisions Should Be Classified and Indexed.

*Grain Dealers Journal:* We believe you would have a big demand and large sale of a book giving arbitration decisions providing this book was made up of a binder arranged so additional sheets printed from time to time could be easily inserted, and that same would be properly indexed and classified so cases of various classifications could be easily and quickly found.

Possibly you have already contemplated something of this kind. If so we will be glad to hear what you expect to do or what you think you can do.—Yours truly, Strong Trading Company, Wichita, Kan.

### Plain Steel Siding Is Waterproof.

*Grain Dealers Journal:* We have never tried any of the special makes of steel or iron siding, as the general run of the galvanized steel has proved entirely satisfactory. A grievous fault with iron siding is that it is impossible to get flat iron. In the process of milling this material it is rolled out and a number of wrinkles are left in it. In the bright sunlight at different angles such siding shows up as very wrinkled.

Putting on the siding in the wrong way makes more trouble than any shortcomings of the material. We have used the plain galvanized steel and we have had this siding on elevators for 17 or 18 years, and it looks as good today as it ever did.

If nailed across the galvanized iron will wrinkle badly any place where the building settles. If put on right and properly telescoped we believe that the iron is the best kind of siding for any wood elevator. A fault with the steel siding is that in many cases it is not put so as to shed all the water and when the water gets behind it soon rots the wood.

In regard to galvanized steel roofing, we have not yet found a roofing gang or crew of men that can put it on and guarantee it not to leak. We have many iron roofs that have been on for years that have never leaked a drop and yet when the wind gets in a certain direction and blows hard enough and it rains hard enough at the same time, these same roofs after years of satisfaction have leaked owing, we think, to the lap in the sheets or being improperly flashed. Maybe the one time has been the only time that some of them have leaked. If a roof with a proper

end connection could be devised, it might be possible to put on a satisfactory steel roof, but the solder on steel is almost bound to break during the changing weather conditions. We have always made it a practice to give an end lap of 12 inches and in nearly all cases this is entirely satisfactory.—White Star Co., Wichita, Kan.

### Withdraws Statement re Government's Order to Refund.

*Grain Dealers Journal:* Some time ago in writing you in regard to the condition of grain around here, and having received a phone message from our head Office in Wray that we would have to remunerate to the farmers, I wrote that I thot the Government must be in for breaking us.

Now I want to correct that statement. I thot it was for the year 1918-1919 that they were demanding refund, but it was not. I want to say that we were not doing what the Government wanted, altho we had not understood that we were to pay any certain price until their Mr. Greene was here and told us what was expected of us.

I did not think that my letter was going to be published in the Journal, and when you wrote back asking for an explanation I did not send it, as I thot that it was not the thing to do, having found that it was for the year beginning July 1st, 1919. We had paid a dividend to the farmers for last year of 4 cts. per bushel and I thot that if we were to pay it again that we would suffer a severe loss. However, I am glad that Mr. Piazzek has drawn my attention to the fact that I have made a grave blunder, and I am hereby wanting you to publish this that I may go on record as admitting that I did not do it intentionally and do not want to be classed as a knocker on the way the Government is handling the grain business.—G. H. Burnett, Mgr., Farmers' Union Elevator Co., Laird, Colo.

### Why Government Operation of Railroads Is Inefficient and Wasteful.

*Grain Dealers Journal:* Today I took luncheon with a railroad official who is also a grain man. The pressing problem of the trade, government operation of railroads, was discussed.

I take the following from the gentleman's remarks: "The cost of handling freight under government operation of railroads is daily exceeding the freight rate charged. That will explain in part why there is a deficit in that department. When the private owners again resume operation of the lines, an immediate increase in freight rates will be necessary to meet the cost of operation. This increase, however, will not last after the owners go thru the weeding-out process to eliminate unnecessary clerks, freight handlers, investigators, and others now drawing large salaries under the government system. Five years ago I could handle a car load of flour, unload, stack and move the car, at an approximate cost of \$5.00. Today the same operation costs me \$25.00 per car in labor alone. Here is an incident that portrays the general attitude of the employees of the Railroad Administration all down the line.

"Today I wanted to have my colored porter do a small piece of carpentry work in my office and made known my wishes to him. His reply was, 'Looka heah, boss, I'se working fo' the Government, just like you is, and you knows I aint drawin' no carpenters pay. I aint a gwine do no such work.' The coon was working for the government, 'just like I was,' so according to the rules I was not allowed to fire my porter without going thru weeks of red tape. The work remains undone. That, of course, was a small matter, but I could not show you the conditions with a more fitting example.

"Railroad officials, at least ninety per cent of them, are only figure-heads. The other

fellows may not admit it, but they are paid for what they know, not for being executives. If in the course of my day's work I was where I could save the government a large amount of money by some short-cut or time saving operation, I could not go ahead and make such a change on my own initiative, nor have I the authority to recommend such a change be made.

"The freight depot in this city employs 250 clerks to do work once more efficiently conducted by less than 100 men.

"Organized railroad employees, almost to the man, are for government ownership. Why? Less work, more places, shorter hours, more pay,—that's the answer."—J. H. S.

### Shortages Suggestions for Careless Shippers.

*Grain Dealers Journal:* Permit us through the columns of your valuable paper to offer a few suggestions which if carried out will eliminate many errors and losses incurred in the transportation of grain.

During my incumbency of the position of State Weighmaster, a great many conditions have come under my observation which have invited careful consideration and study, many of which would escape the notice of most shippers. In the transportation of grain from the country to terminal markets there is a certain amount of loss in weight, which though very small in most instances, in some cases is large enough to invite careful investigation to ascertain if possible the cause and apply the remedy. But in order that this may be done effectively certain rules of procedure should be followed to afford protection to all concerned.

Section 4498, chapter 28, General Statutes of Minnesota, 1913, provides that,

"Every shipper of grain shall fasten upon the inside of each car shipped by him, a card giving the number and initials or other distinctive mark of such car, date of shipment, and the exact weight of the grain in such car, as claimed by the shipper. If he fails so to do the official weight shall be *prima facie* evidence of the quantity of grain shipped in such car."

This requirement of the law is seldom followed, as we find that only about seven per cent of the number of cars reaching this market have such cards affixed, and very often when an attempt is made to observe this law the shipper fails to give his name or address, or show a detailed statement of the loading weight.

In order to serve as a notice to those who may supervise the unloading of the car at its destination the card should bear on its face the name and address of the shipper, the number and initials of the car, date of shipment, the kind of grain, the number of each seal protecting the car, and also a detailed statement showing the amount of each draft as weighed, and the total pounds or bushels, contained in the car.

When automatic scale is used at loading point the shipper's weight card should show the figures indicated on the tally at the beginning of the loading, also that indicated when loading is completed, as well as the number of pounds at which the scale was set, and the total pounds or bushels into the car, and tack the card on the grain door.

With such card in car the State Weigher at the place of unloading would have notice in case a discrepancy appeared between the shipper's and unloading weight, careful investigation could be made immediately while the grain was still in the scale hopper, and before the car was removed from the elevator to ascertain if possible the cause for the difference in weight, and an effort made to fix the responsibility.

When no weight card is placed in the car by the shipper the State Weigher has no means of knowing the loading weight of the car, hence he would not know if a discrepancy did actually exist, and this office would not be in position to communicate with the shipper to advise him of the result of the State Weigh-

er's investigation. It should be borne in mind that a discrepancy in weight does not always mean that the car run short. On the contrary there are nearly, if not quite, as many cars that overran in weight, which indicates either defective scales or that care was not exercised in weighing or loading.

In all cases the shipper receives the exact weight of the grain contained in the car at the time of unloading. All scales used by the state in weighing grain are of a large capacity and an ordinary carload is generally weighed in one draft. The scales are also equipped with type registering beams which insures accuracy, as the weight is stenciled on a specially prepared ticket. The State Weighers upon entering the service take an official oath of office and are bonded by a surety bond of \$5000 for faithful performance of their duties.

In checking shipper's weight cards we sometimes find shipper's weight to overrun or run short an amount equal to a draft or a wagon-load, which would indicate that shipper either forgot to mark down a weight or recorded the same weight twice. In order to reduce the number of mistakes of this kind I would suggest that shippers avoid the common practice of weighing grain in drafts of the same amount successively, and would also advise the weight be recorded at the time the grain is dropped from the scale hopper and under no circumstances should it be postponed.

In referring to our records for the last crop year which began Sept. 1, 1918, and ended Aug. 31, 1919, I find that 170,708 carloads of grain were received at Minneapolis, out of which 23,311 cars arrived in leaky condition, divided as follows:

Grain door leaks.....	6,913
End leaks .....	7,977
Side leaks .....	8,614
Bottom leaks .....	1,923
25,427	

(Some cars had more than one leak.)

The above figures show that thousands of bushels of grain are lost in transit annually. A large percent of this loss of grain is undoubtedly due to the many faulty southern and eastern cars in use during the last two years by our railroads, many of which were entirely unfit for carrying grain in bulk. It is my opinion that a part of this loss could have been prevented had the shipper taken more care in cooperating cars before loading. This is especially true in regard to loss on account of leaky grain doors, as the installation of grain doors is left entirely to the shipper. This being the case the shipper is largely responsible for grain door leaks, which according to our records constitute about one-fourth of total leaky cars.

In this market the cooperating of cars at the terminal elevators is left to a concern which makes a specialty of preparing cars for grain shipments. It is held responsible for any loss incurred through careless cooperating. The result is that less than 5% of such cars show any leak when set for unloading, while about 15% of the cars received here from the country arrive in leaky condition.

In checking our records for the past three months of the crosstown shipments we find that out of the 4674 cars weighed by the state out of the terminal elevators and carded to the mills and again weighed by the state, that the average shrinkage between the loading and unloading weight was only 59% pounds per carload.

In conclusion, I would urge upon the shippers the necessity of keeping the scales clean, especially the bearings, and to weigh the grain accurately, also to cooper cars carefully, give them a thorough examination before and after they are loaded, and strengthen any weakness found in the grain doors and other parts, and then follow the provision of the state law by tacking a card on the grain door giving the information outlined above. If these suggestions are followed it is my opinion that a large per cent of the grain lost in transit

would be saved and many of the weight discrepancies would be eliminated.—Very respectfully, P. P. Quist, State Weighmaster, Minneapolis, Minn.

### Railroad Company Liable for Fire.

Leases of sites on the railroad right of way usually are so worded as to place all risk of fire loss upon the lessee, and it has been supposed by many grain elevator operators that they had no recourse when their plant on the right of way was burned thru fire originating from locomotive sparks or from any cause properly chargeable to the railroad company.

In at least one case, however, the railroad company has been held liable in damages to the lessee.

The plaintiff Pure Oil Company owned a warehouse situated on the right of way and within ten feet of the industry track of the Chicago, Milwaukee & St. Paul Railway Company, in Lewistown, Montana. On April 15, 1913, the warehouse and its contents were destroyed by fire and action was brought to recover damages.

The gravamen of the charge is that on and prior to April 15, 1913, the railway company negligently permitted combustible material to accumulate on its tracks, on either side thereof, for a distance of 100 feet, and adjacent to plaintiff's warehouse on its right of way in Lewistown; that on the 15th day of April, 1913, it negligently permitted fire to escape from one of its locomotives operated by Engineer John McCullough, and that the fire so permitted to escape was communicated to the combustible material, and thru it to the warehouse, causing the damage for which compensation is sought. The insurance company is interested in the cause of action to the extent of \$4,000, the amount paid by it as insurance upon the property destroyed.

The answer consists of a general denial, an affirmative allegation that as lessee plaintiff oil company had waived any claim for damages, and a plea of contributory negligence. The trial resulted in a verdict for plaintiffs against the railway company, which appealed from an order denying it a new trial.

Sec. 4310 of the Montana statutes provides: "It shall be the duty of all railroad corporations or railroad companies operating any railroad within this state to keep their railroad track, on either side thereof, for a distance of one hundred feet on each side of the track or roadbed, so far as it passes through any portion of this state, free from dead grass, weeds or any dangerous or combustible material; and any railroad company or corporation failing to keep its railroad track and each side thereof free as above specified, shall be liable for any damage which may occur from fire emanating from operating such railroad, and a neglect to comply with the provisions of this section in keeping free any railroad track, and either side for a distance equal to the space of ground covered by the grant or right of way for the railroad corporation or company, shall be prima facie evidence of negligence on the part of any such railroad corporation or company. But no railroad corporation or company shall be required to keep free as above specified any land not a part of its right of way."

The Supreme Court of Montana deciding in favor of plaintiff, Oct. 7, 1919, said:

The evidence tends to prove these facts: About 5:30 o'clock on the afternoon of April 15, 1913, defendant's locomotive, in charge of Engineer McCullough, was standing on the industry track immediately back and west of the oil warehouse; that the fire was discovered burning over the area between the track and the warehouse, finally reaching the warehouse, and consuming it and its contents. Immediately after the fire, and after the locomotive was moved, a pile of hot ashes and live coals of fire was discovered on the industry track, in about the same location as that occupied by the locomotive.

The ties on the track were burned at and about the place where the live coals were found. There was evidence that at the time of the fire, and for a considerable period prior thereto, combustible material, waste and debris had been suffered to accumulate on the track and right of way, and particularly upon the space between the industry track and the warehouse. The fact that the witness Bradley saw fire burning between the industry track and the warehouse is very conclusive evidence that

combustible material of some character had accumulated on that intervening space and fed the fire. The live coals were west of the warehouse, and there was a strong wind blowing from the west at the time, which drove the fire towards and against the warehouse.

No one saw the fire dropped from McCullough's locomotive or saw it ignite the combustible material; but, notwithstanding these omissions, we think the evidence is sufficient to sustain a finding that the fire was dropped by the locomotive in question, and that it was communicated by means of this combustible material to the oil warehouse.

The defense of contributory negligence and the defense that the oil company had by its lease relieved the defendant from the payment of compensation for loss occasioned by fire were properly submitted to the jury, and the general verdict is, in effect, a finding against the defendant upon each of these defenses.—185 Pac. Rep. 150.

### E. W. Bailey Passes On.

Bailey is a name that the members of the Chicago Board of Trade are proud to have on its roster. It has always stood for a square deal for the other fellow. In the death of Edward W. Bailey Jan. 2 the older grain receivers feel a deep personal loss.

Mr. Bailey was born at Elmore, Vt., Aug. 31, 1843, and spent his boyhood in the stern New England atmosphere of Montpelier, Vt. In 1871 he went to Chicago and joined the Board of Trade, engaging in the grain commission business. As a broker for John Cudahy in 1893 he carried a large line of lard on margin and Cudahy's failure forced Mr. Bailey to suspend business owing members of the Board \$31,000. Years sped by, but Mr. Bailey remembered his outlawed creditors, and in 1907 paid all back with interest, amounting to \$56,000.

Besides the Chicago business Mr. Bailey was interested with his son, George C. Bailey, in the grain business at Montpelier, Vt. A daughter, Mrs. Fred Meyers, resides at Evanston, Ill.

HERBERT HOOVER, of London, Eng., at a private dinner to Senators at Washington recently informed them that he intended to apply to Congress for an appropriation from the funds of the Grain Corporation of a quarter of a billion dollars to feed central Europe.



E. W. Bailey, Chicago, Ill., Deceased.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

ALABAMA.

Florence, Ala., Jan. 8.—Grain and hay in this section poor last year; will be a demand for both this winter.—W. P. Campbell.

COLORADO.

Eads, Colo., Dec. 26.—Corn crop is very good; wheat and rye for next year look fine; plenty of rough feed, and pasturage is good.—Eads Elevator & Milling Co.

Craig, Colo., Jan. 7.—The 1919 crop was the shortest we have had for years, but prospects good for a bumper in 1920.—F. Seick, Mgr. Farmers' Milling & Elevator Co.

ILLINOIS.

Dieterich, Ill., Dec. 26.—Oats light in quality.—P. M. Wendt.

New Douglas, Ill., Jan. 6.—Corn crop almost total failure; wheat acreage less than last year; prospects nothing excellent.—Prange Milling Co.

Springfield, Ill., Jan. 7.—The week was cold, with ample sunshine and light precipitation; a light snow cover now over the northern and central counties, and a heavy cover in the extreme northwest. Wheat is in fair condition in the southern division, and fair to good in the central and northern divisions. The roads are good.—Clarence J. Root, Meteorologist, U. S. Dept. of Agriculture.

IOWA.

Renwick, Ia., Jan. 6.—Corn crop light, owing to heavy rain last spring and drought later; yield about 30 bu. per acre.—Farmers' Exchange Co.

NEBRASKA.

Campbell, Neb., Jan. 8.—Corn very good quality; some moisture content.—Fred H. Sears, Gund & Sears.

Ashland, Neb., Dec. 30.—Some soft corn on account of replanting.—E. K. Hays, Mgr. Farmers' Union Co-Operative Ass'n.

OKLAHOMA.

Heavener, Okla., Dec. 18.—No wheat sown in this section this year.—R. D. Truman, mgr. Heavener Grain Co.

Argentine Wheat Movement.

Argentina promises to cut an important figure in the world's wheat supply during the next few months.

The Argentine wheat visible was 4,707,000 bus. Jan. 2 against 1,480,000 a year ago.

Argentine freight rates have been gradually declining to \$28 a ton, but this week saw a sharp advance to \$29, which may be due to an increased demand for grain loading in the immediate future.

Wheat shipments from Argentina from Jan. 1, 1919, to Jan. 1, 1920, have been 129,000,000 bus., against 114,871,000 the preceding year. At present the shipments are much heavier than at the corresponding time a year ago, for the week ending Jan. 3 being as much as 4,454,000 bus., against 638,000 a year ago. Besides going to England, France and Italy a little of this wheat is actually destined to the United States.

Annual Meeting Indiana Grain Dealers Ass'n.

The program of the Annual Meeting of the Indiana Grain Dealers Ass'n, which will be held in the Assembly Hall of the Board of Trade, Indianapolis, Jan. 15, follows:

THURSDAY, JANUARY 15, 1920, 10 A. M.  
Meeting called to order by the President, Bennett Taylor, Lafayette, Ind.

Invocation.

Address by the President.

Report of the Secretary, Chas. B. Riley, Indianapolis.

Report of the Treasurer, Bert A. Boyd, Indianapolis.

Appointment of committees: Resolutions, Auditing, Nominations.

"Business and Association Ethics and Ideals."—H. W. Reimann, Vice-President, Shelbyville, Ind.

"The Farmer; His Opportunities, Privileges, Duties and Ideals."—Hance Orm, Marion County, Ind.

"The National Association and Its Activities."—Charles Quinn, Secretary, Toledo, Ohio.

"Association: (1) What They Have and Can Accomplish for the Betterment of Trade Conditions. (2) Recent Developments Pertaining to Railroad Leases."—Charles S. Clark, Chicago.

"What Can Be Accomplished by the Co-operation of the Grain Trade and Public Officials."—I. L. Miller, State Commissioner of Weights and Measures, Indianapolis, Ind.

Round Table Talks:

1. "Some Experiences with Government Regulations."—Frank P. McComas, Indianapolis.

2. "Some Experiences with Government Regulations."—L. L. Cook, Windfall, Ind.

3. General discussion of miscellaneous topics—free for all.

Report of committees: Resolutions, Auditing and Nominations.

Electon.

THURSDAY EVENING, 6:30 P. M.

Riley Room, Claypool Hotel.

Banquet—By Board of Trade, the Indianapolis Grain Dealers, Millers and the Association.

Music.

"The World's War. Our Relation to and Lessons to Be Drawn from It."—By one who was in command of a Division at the front, Major-General F. C. Marshall, in command 2nd Infantry Division, Camp Zachary Taylor, Louisville, Ky.

"Americanism."—Judge Raymond S. Springer of Connersville, Ind., commander of the Indiana Department of the American Legion.

Exports of Grain Weekly.  
Bus., 000 Omitted.

	Wheat.	Corn.	Oats.
	'19-20. '18-19. '19-20. '18-19. '19-20. '18-19. '19-20. '18-19.		
July 5	1,504	539	20
July 12	3,851	382	23
July 19	3,393	144	93
July 26	1,112	413	45
Aug. 2	3,067	543	9
Aug. 9	3,651	1,419	74
Aug. 16	2,620	1,809	44
Aug. 23	4,445	3,504	67
Aug. 30	6,072	2,938	264
Sept. 6	3,848	3,452	118
Sept. 13	7,475	3,739	42
Sept. 20	6,343	4,409	148
Sept. 27	4,690	5,088	29
Oct. 4	5,917	5,532	33
Oct. 11	2,485	4,078	28
Oct. 18	2,830	4,200	18
Oct. 25	2,920	4,143	9
Nov. 1	2,458	2,513	10
Nov. 8	3,856	4,117	23
Nov. 15	5,994	3,471	69
Nov. 22	4,629	4,005	21
Nov. 29	3,781	7,560	39
Dec. 6	6,226	10,900	16
Dec. 13	3,674	7,740	16
Dec. 20	4,639	3,674	10
Dec. 27	2,522	4,765	25
Jan. 3	5,161	3,600	46
			394
			2,198
			Total since July 1...307,428 223,756 10,758 38,126 121,518 199,235

Daily Closing Prices.

The daily closing prices for oats and corn for May delivery at the following markets for the past two weeks have been as follows:

MAY OATS.

Dec.	Dec.	Dec.	Dec.	Dec.	Dec.	Jan.	Jan.	Jan.	Jan.	Jan.	Jan.
Chicago	82 1/2	80 3/4	82 1/2	83 3/4	83 3/4	84	83 3/4	84 1/4	84 1/4	84 1/4	84
Minneapolis	79 5/8	77 7/8	79 3/4	80 1/4	80 3/4	81	80 3/4	81 1/4	82 1/4	82 1/4	82 1/4
St. Louis	84 1/4	82 1/2	84	84 1/4	84 1/4	86	86 1/4	87 1/4	87 1/4	87 1/4	87 1/4
Kansas City	82 1/2	80 1/4	81 7/8	83 3/4	83	83 3/4	83 3/4	84	84 1/4	84 1/4	84
Milwaukee	82 5/8	80 3/4	82 1/2	83 3/4	83 3/4	84	83 3/4	84 1/4	84 1/4	84 1/4	84 1/4
Winnipeg	92 3/4	90 3/4	92 1/4	93	92 1/2	93 3/4	93 3/4	94 1/4	94 1/4	94 1/4	94 1/4

MAY CORN.

Chicago	120 1/2	127 7/8	129 1/2	132 1/2	131 1/4	133	131 1/2	134 1/2	136 1/2	135 5/8	136 1/4	135 1/4
St. Louis	131 1/2	128 3/4	130 3/4	133 3/4	132 1/2	133 1/2	132 1/2	135 1/2	137 1/2	137	137 1/2	137 1/2
Kansas City	131 1/2	128 3/4	130 3/4	133 3/4	132 1/2	133 1/2	132 1/2	135 1/2	137 1/2	136 1/2	136 1/2	136 1/2
Milwaukee	130 3/4	128	129 1/2	132 1/2	132	133	131 1/2	134 1/2	136 1/2	135 3/4	136 1/2	135 3/4

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

CANADA.

Montreal, Que., Jan. 9.—Receipts of grain at this market for the year ending Dec. 31, 1919, were: 43,834,199 bus. of wheat, 320,419 bus. of corn, 6,820,809 bus. of oats, 615,022 bus. of rye and 11,496,782 bus. of barley. Shipments were: 33,915,158 bus. of wheat, 316,775 bus. of corn, 3,742,778 bus. of oats, 793,314 bus. of rye and 10,844,763 bus. of barley.

ILLINOIS.

New Douglas, Ill., Jan. 6.—Shipping in considerable ear corn.—Prange Milling Co.

Dieterich, Ill., Dec. 26.—Wheat nearly all sold and shipped; no corn will be shipped out, but will have at least 25 cars shipped in.—P. M. Wendt.

Tennessee, Ill., Jan. 5.—Ninety-five per cent of the wheat has been shipped out of here; local demand will absorb all oats; am shipping corn in for feeding.—H. W. Newland.

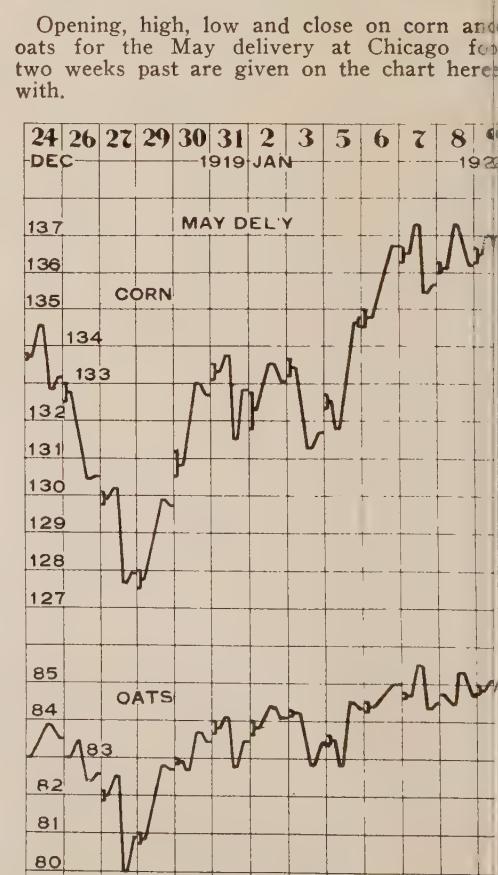
IOWA.

Stanwood, Ia., Jan. 6.—Corn moving slowly; about 60 per cent left on farms.—J. P. Christianson, Mgr. King-Wilder Co.

Pocahontas, Ia., Jan. 7.—Lots of grain to be moved and farmers anxious to sell, but cars are very scarce.—R. H. Patterson, Secy.-Treas. Pocahontas Grain Co.

Sioux City, Dec. 3.—Reports received here would indicate that 2,000 cars of corn are on sidetracks, waiting to be moved, but held up by pressure of other traffic.—J.

Chicago Futures



# The GRAIN DEALERS JOURNAL.

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Renwick, Ia., Jan. 6.—Impossible to move last year's corn crop on account of the car shortage.—Farmers' Exchange Co.

## KANSAS.

Rozel, Kan., Jan. 6.—Car shortage has practically put all dealers here out of business; farmers are trucking corn to Larned, where they fix a market every day. O. C. Glen, Mgr. Union Grain Co.

Garfield, Kan., Dec. 26.—Have had lots of trouble getting cars and are still having it; have shipped 100 cars of wheat and barley and I believe there are 100 cars back in the country, more than half of it yet to be threshed, when suitable weather comes. We will also have from 30 to 40 cars of seed cane, millet, kafir and milo.—Wm. Vogelgesang, Mgr. Farmers' Co-Operative Business Ass'n.

## MISSOURI.

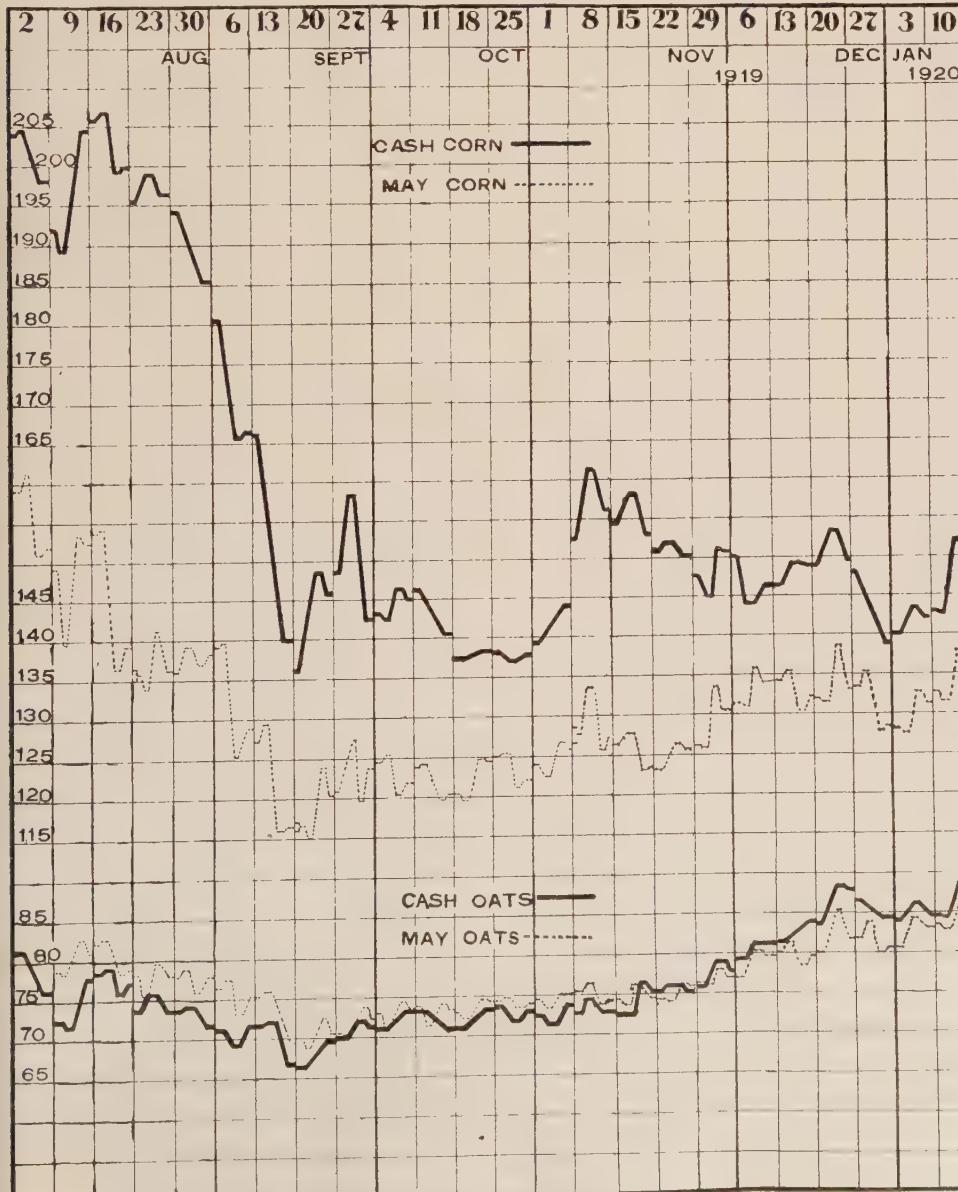
Dalton, Mo., Dec. 30.—Corn is moving slowly; farmers holding for higher price.—C. W. Steiman, Sec'y.—Mgr. Farmers' Elevator Co.

## NEBRASKA.

Campbell, Neb., Jan. 8.—Corn moving in fair shape.—Fred H. Sears, Gund & Sears.

## Cash Corn and Oats Fluctuations from July 27 to Jan. 10.

Opening, high, low and closing average prices of No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each day several cents above or below extreme charted. The May future is shown by the dotted line for comparison.



Cedar Bluffs, Neb., Jan. 2.—Grain coming in very slowly on account car shortage.—E. F. Peck, Mgr. Farmers' Union Co-Operative Ass'n.

Alvo, Neb., Jan. 5.—Corn not moving at present on account of bad roads; do not look for a run before February.—Ed. Stromer, Mgr. Farmers' Union Co-Operative Ass'n.

Randolph, Neb., Dec. 30.—Elevators in and around here are loaded to capacity and farmers are prevented from bringing more to market because there is no place to put it, according to W. R. Bough.

Ashland, Neb., Dec. 26.—Ninety per cent of corn husked and grading No. 4, selling for around \$1.30, but not much coming in on account of bad roads.—R. K. Hays, Mgr. Farmers' Union Co-Operative Ass'n.

## NEW YORK.

New York, N. Y., Jan. 5.—Wheat receipts from farms, 9,603,000 bus., compared with 7,239,000 bus. in 1918; wheat receipts from farms, previous week, 10,240,000 bus., compared with 10,227,000 bus. in 1918; wheat receipts from farms, June 27 to Dec. 26, 645,327,000 bus., compared with 637,378,000 bus. for same period in 1918; total stocks, wheat, all elvtrs. and mills, 251,069,000 bus., compared with 254,050,000 bus. for 1918; total stocks, wheat, all elvtrs. and mills, previous week, 257,817,000 bus., compared with 256,274,000 bus. for 1918. Exports of wheat July 1 to Dec. 26, amount to 77,602,000 bus., compared with 100,644,000 for the same period 1918.—U. S. Grain Corporation.

## OKLAHOMA.

Yukon, Okla.—Cars are becoming more plentiful. About 30 per cent of the wheat crop yet to be shipped. Much coarse grain back in the country.—Jno. F. Kroutil.

## Wheat Movement in December.

Receipts and shipments of wheat at the various markets during December, compared with December, 1918, were as follows:

	Receipts	Shipments		
	1919	1918	1919	1918
Chicago	2,095,000	7,137,000	2,466,000	7,736,000
Duluth	743,738	18,308,359	766,230	13,578,310
Fort William	9,601,846	20,280,990	7,389,758	8,490,297
Galveston	.....	.....	1,600,130	1,308,162
Indianapolis	590,400	901,800	586,800	459,000
Kansas City	7,653,150	2,921,400	5,575,500	2,902,500
Milwaukee	640,520	2,113,800	379,320	2,359,559
Minneapolis	13,882,290	.....	3,047,510	.....
New Orleans	.....	.....	1,318,923	2,669,555
New York	737,000	7,095,000	1,847,834	5,711,820
Philadelphia	1,182,716	5,774,661	1,364,632	5,689,406
San Francisco	193,766	904,837	.....	.....
St. Louis	1,770,395	2,230,117	1,877,170	2,094,350
Toledo	214,200	417,900	220,822	72,430
Wichita	1,230,000	693,000	692,000	347,000
Winnipeg	10,874,325	21,190,000	.....	.....

## Corn Movement in December.

Receipts and shipments of corn at the various markets during December, compared with December, 1918, were as follows:

	Receipts	Shipments		
	1919	1918	1919	1918
Chicago	7,487,000	5,489,000	3,357,000	3,274,000
Indianapolis	2,352,500	1,694,950	1,722,500	722,500
Kansas City	1,435,000	1,926,250	573,750	1,087,250
Milwaukee	1,412,240	664,640	512,250	190,343
Minneapolis	2,380,130	.....	1,128,170	.....
New Orleans	.....	.....	67,100	28,780
New York	53,200	469,000	10,804	385,650
Philadelphia	80,338	64,886	.....	.....
San Francisco	36,878	5,712	.....	.....
St. Louis	2,441,400	1,707,516	1,454,470	946,530
Toledo	342,500	149,300	148,672	84,160
Wichita	97,200	92,400	34,600	56,700
Winnipeg	1,000	.....	.....	.....

## Oats Movement in December.

Receipts and shipments of oats at the various markets during December, compared with December, 1918, were as follows:

	Receipts	Shipments		
	1919	1918	1919	1918
Chicago	5,620,000	12,472,000	4,991,000	9,436,000
Duluth	6,008	367,704	34,521	136,816
Fort William	3,043,398	1,550,027	2,409,839	1,172,678
Indianapolis	590,400	901,800	586,800	459,000
Kansas City	455,600	442,000	516,000	468,000
Milwaukee	1,867,450	5,860,320	1,257,900	3,320,360
Minneapolis	1,179,180	.....	1,241,780	.....
New Orleans	.....	.....	139,850	1,429,110
New York	1,538,000	3,814,000	1,789,133	3,839,653
Philadelphia	497,417	1,535,480	100,000	463,897
San Francisco	89,967	57,827	.....	.....
St. Louis	2,624,000	1,846,000	1,744,820	1,143,780
Toledo	198,550	712,300	127,792	735,700
Wichita	96,000	35,000	18,000	22,000
Winnipeg	4,576,650	2,633,400	.....	.....

## Barley Movement in December.

Receipts and shipments of barley at the various markets during December, compared with December, 1918, were as follows:

	Receipts	Shipments		
	1919	1918	1919	1918
Chicago	1,105,000	2,266,000	531,000	487,000
Duluth	33,652	955,810	292,851	1,238,796
Fort William	980,755	1,027,252	917,990	127,638
Galveston	.....	.....	5,190	.....
Kansas City	321,000	310,500	94,900	96,200
Milwaukee	1,010,850	572,475	471,900	632,770
Minneapolis	1,104,890	.....	926,180	.....
New Orleans	.....	.....	110,000	.....
New York	1,067,475	1,342,775	882,936	977,705
Philadelphia	136,512	28,750	66,811	.....
San Francisco	319,264	289,120	.....	.....
St. Louis	68,890	73,600	48,590	10,020
Toledo	3,600	8,400	705	13,760
Wichita	9,000	.....	9,000	.....
Winnipeg	1,225,800	1,305,450	.....	.....

## Rye Movement in December.

Receipts and shipments of rye at the various markets during December compared with December, 1918, were as follows:

	Receipts	Shipments		
	1919	1918	1919	1918
Chicago	305,000	622,000	326,000	6,200
Duluth	1,034,623	1,134,480	586,228	767,413
Fort William	104,125	198,071	2,590	107,509
Indianapolis	8,750	65,000	60,000	62,750
Kansas City	53,900	39,600	34,100	1,100
Milwaukee	434,700	1,327,110	355,550	34,360
Minneapolis	63,560	.....	564,760	.....
New York	1,229,850	259,750	1,150,047	1,466,205
Philadelphia	135,022	233,143	25,000	.....
St. Louis	12,100	26,223	3,430	2,760
Toledo	115,200	45,000	277,571	20,560
Wichita	2,000	.....	2,000	.....
Winnipeg	169,050	184,800	.....	.....

# Two Years and a Day

## Unfair Limitation for Claims

The Interstate Commerce Commission in a recent decision in the case of Jacob E. Decker & Sons, allows the railroad companies 60 days to change the clause limiting the filing of claims to two years and a day after delivery of the property.

The Commission recommends a clause reading substantially as follows:

Suits for loss, damage, or delay shall be instituted only within two years and one day after delivery of the property, or in case of failure to make delivery, then within two years and one day after a reasonable time for delivery has elapsed; Provided, however, That where claims for loss, damage, or delay have been duly filed with the carrier and such claims have not been definitely declined in writing by the carrier before the beginning of the last six months of the two-year-and-one-day period, then suit thereon may be filed within six months from the date the claims are definitely declined in writing by the carrier, but not after. Where claims for loss, damage, or delay are not filed, or suits are not instituted thereon, in accordance with the foregoing provisions, the carrier will not be liable and such claims will not be paid.

If defendant railroads fail to adopt some such modification plaintiffs are requested to bring the matter again to the attention of the Commission.

This ruling is a great victory for shippers everywhere. The case was ably handled for plaintiffs by Attorney Walter E. McCornack of Chicago.

In rendering the decision, Commissioner Daniels said, in part:

The B/L adopted by defendants contain the following provisions concerning claims for loss or damage:

Except where the loss, damage, or injury complained of is due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, as conditions precedent to recovery, claims must be made in writing to the originating or delivering carrier within six months after delivery of the property (or, in case of export traffic, within nine months after delivery at port of export), or, in case of failure to make delivery, then within six months (or nine months in case of export traffic) after a reasonable time for delivery has elapsed; and suits for loss, damage, or delay shall be instituted only within two years and one day after delivery of the property, or, in case of failure to make delivery, then within two years and one day after a reasonable time for delivery has elapsed.

The bold faced portion of the above provisions was inserted following the enactment by Congress on March 4, 1915, of the first Cummins amendment, which provides that:

It shall be unlawful for any such common carrier to provide by rule, contract, regulation, or otherwise a shorter period for giving notice of claims than ninety days and for the filing of claims for a shorter period than four months, and for the institution of suits than two years: Provided, however, That if the loss, damage, or injury complained of was due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, then no notice of claim nor filing of claim shall be required as a condition precedent to recovery.

**Clause Not Uniformly Enforced.**—For some time after the two-year-and-one-day clause became operative, the carriers generally, while enforcing the condition in the B/L as to the period within which claims should be filed with them, paid such claims, if found to be meritorious, without regard to how long a period had elapsed after the filing, payment being made after their investigation was completed, even though more than two years and one day had elapsed from the date of delivery of the shipment and no suit had been instituted within that period. In the latter part of 1918 some of the carriers took the position that the two-year-and-one-day limitation for instituting suits was a valid defense, and that they could not lawfully waive that defense and pay claims as to which no suit had been brought within that period, even though the claims were meritorious and even though the delay in disposing of the claims was due to the fault of the carrier. Other carriers, however, continued to pay such claims as before. This situation obtained until about July 22, 1919, on which date the general solicitor of the United States Railroad Administration issued to regional directors the following circular:

It appears that on some railroads claims for loss and damage, upon which suits have not been brought before the expiration of the two

years and one day limitation in the B/L, are being paid by freight claim agents, while on other railroads the payment of such claims is being declined on the ground that same cannot legally be paid.

The question as to whether or not such claims may lawfully be paid is now pending before the Interstate Commerce Commission. In order to secure uniformity of practice over all Federal controlled lines, and to maintain the status quo pending the decision of the Interstate Commerce Commission, please instruct all general solicitors and freight claim agents to withhold payment pending such decision.

Should the decision of the Commission be favorable to the payment of such claims, it will be the policy of the Administration, during a limited period thereafter, to pay all meritorious claims of this kind, provided the consent of the Railroad Corporation may be secured.

It is stated that following the issuance of that circular no such claims have been paid on account of carriers under federal control where the shippers have permitted the two-year-and-one-day period to elapse without instituting suit, except under certain exceptional circumstances which are alleged not to have constituted an actual deviation from the general rule. Apparently the same general policy has been adopted by the non-federal-controlled lines.

**Payment of Meritorious Claims Not Prohibited.**—The first question presented is whether the carriers are prohibited under the terms of the B/L from paying meritorious claims which have been presented to them in due season where the shippers, pending the final disposition of these claims by the carriers, have permitted two years and one day to elapse without instituting suit.

But we do not construe the limitation in the B/L as prohibiting the payment after two years and one day, of meritorious claims if seasonably filed. In support of the contrary view defendants rely principally upon the decisions of the Supreme Court in *Phillips v. Grand Trunk Ry.*, 236 U. S., 662, and in *Georgia, Fla. & Ala. Ry. v. Blish Co.*, 241 U. S., 190, and cases cited therein. The question in the Phillips Case was whether the provision in section 16 of the act to regulate commerce, that all complaints for the recovery of damages must be filed with this Commission within two years, was a bar to an action in court for reparation. The Supreme Court held that under such a statute, which indicated its purpose to prevent suits on delayed claims, the failure to assert the right to recovery within the prescribed period not only barred the remedy but destroyed the liability, and that the two-year limitation applied to suits in court as well as to complaints filed with this Commission. The court said:

The obligation of the carrier to adhere to the legal rate, to refund only what is permitted by law and to treat all shippers alike would have made it illegal for the carriers, either by silence or by express waiver, to preserve to the Phillips Company a right of action which the statute required should be asserted within a fixed period. \* \* \* to permit a railroad company to plead the statute of limitations as against some and to waive it as against others would be to prefer some and discriminate against others in violation of the terms of the Commerce Act which forbids all devices by which such results may be accomplished. The prohibitions of the statute against unjust discrimination relate not only to inequality of charges and inequality of facilities, but also to the giving of preferences by means of consent judgments or the waiver of defenses open to the carrier. The railroad company therefore was bound to claim the benefit of the statute here and could do so here by general demurser. For when it appeared that the complaint had not been filed within the time required by the statute it was evident, as matter of law, that the plaintiff had no cause of action.

While these cases are undoubtedly authority for the proposition that limitation in the B/L must be strictly adhered to and may not lawfully be waived, the provisions of the Cummins amendment above quoted do not evidence any intent on the part of Congress to erect a statute of limitations barring the payment of seasonably filed claims after any given period. These provisions merely prescribe a minimum period to be provided by the carriers for filing claims and a minimum period for instituting suit. Nor do the B/L provisions based on that amendment evidence any such intent. The B/L provides, first, that as a condition precedent to recovery certain claims must be filed within a fixed period, and, second, that suits, whether on account of the above claims or on account of claims not required to be filed with the carriers, shall be instituted within two years and

one day. One of the purposes of these provisions is to facilitate prompt investigation of claims and that the carriers may not be required to defend suits brought after the expiration of the two-year-and-one-day period. The B/L does not provide, however, that the filing of suit shall be a further condition precedent to the consideration upon its merits or the payment of a valid claim seasonably filed with the carrier. Obviously where the carriers pay such claims, they must avoid unjust discrimination in doing so, but the mere act of adjusting a claim after two years and one day, where the carrier had not concluded its investigation within that period, cannot fairly be regarded, under the B/L provisions above quoted, as a waiver of defense open to it. To hold otherwise is to say that where the consideration of a claim by a carrier is either designedly or unavoidably delayed until after the two-year-and-one-day period all liability of the carrier is destroyed notwithstanding the circumstance that the claim may have been seasonably filed with the carrier and that the shipper may have been led to believe that it would be adjusted, a construction which finds no sanction in the language actually used and which is clearly contrary to the spirit of the provisions and of the act of Congress upon which they are based. The purpose of the limitation with respect to filing suit is not that the carrier may escape liability but that if called upon to defend a suit the suit must be instituted within the period specified.

The remaining issues relate to the reasonableness and propriety of the B/L provisions. It is urged that the shipper by filing suit may always avoid the effect of a protracted inquiry into claims by the carrier. Complainants reply that the amount involved in many of these claims is so small that a suit would not be justified and that from a practical as well as an equitable standpoint, and in the interest of the carrier as well as the shipper, the shipper ought not to be required to incur the expense and go thru the formal procedure of instituting a suit which the carrier has no intention of defending or to which in fact it may have no defense. The right of a carrier to require reasonable notice of claims against it is well recognized. Where a shipper has complied with the carrier's requirements in this respect by duly filing his claim, we think he is entitled to a reasonable period after the declination of the claim within which to institute suit if he so desires. We are of opinion that the present B/L provisions are unreasonable in that they do not accord the shipper that right where the carrier fails to take prompt action in adjusting the claim. Defendants call attention to the practice of some shippers of insisting that claims which have once been definitely declined be repeatedly reopened for further consideration. We are of opinion that defendants may reasonably and properly provide in this respect that the period prescribed within which suit shall be instituted after the declination of the claim shall date from the definite declination in writing of the claim.

Numerous claim statements are of record which support, in a general way, the allegations of the complaints. Defendants, while conceding that prior to July 22, 1919, the practice of the several carriers under federal control varied, urge that no one carrier is shown to have acted inconsistently during any given period of time in respect of the claims it paid and those it declined, and that no such carrier is shown to have waived the two-year-and-one-day limitation as to the valid claim of one shipper while interposing that limitation as to an equally valid claim of another shipper, and therefore contend that no unlawful discrimination has been shown. Even assuming the situation to be as above outlined, there was clearly an unlawful discrimination as between shippers whose claims were paid by or on account of an individual carrier prior to July 22, 1919, and other shippers whose like claims were not paid subsequent to that date. Furthermore, this contention of defendants ignore the fact that while, on shipments moving under thru B/L, the initial carrier is liable for the full amount of loss or damage, the connecting carriers are not thereby relieved of liability; and the initial carrier, altho uniformly declining to pay claims as to which suit has not been instituted within the two-year-and-one-day period, may nevertheless become an effective instrument of discrimination by reason of the fact that during the same period similar claims may be paid by its connecting carriers. We deem it unnecessary to pass upon the question of whether or not actual discrimination was practiced in the many specific instances brought to our attention. It is sufficient to state that in our opinion the provisions in question were and are clearly unjustly discriminatory and unduly prejudicial, and as to past or future practices we need do no more than to remind the defendants of the obligation and duty imposed upon them by the act to avoid unjust discrimination and undue prejudice. Apparently there is no disposition on the part of the carriers as a whole to decline payment of meritorious claims of the character here in question if they can lawfully do so. Our conclusions herein clearly indicate the view we entertain on this point.

We find that the B/L provisions in question were and are unreasonable, unjustly discriminatory, and unduly prejudicial.

Instances have been brought to our attention where a carrier in declining claims seasonably filed with it, on the ground that the shipper had permitted two years and one day to elapse without instituting suit, has advised the claimant that it was prohibited from paying such claims by ruling of this Commission. We desire here to state that no such ruling has ever been made by us.

## Evidence Needed to Substantiate Railroad Claims.

BY OWEN L. COON.

Whenever you receive a shipment of coal and the car does not appear to be full and well rounded off, you should have your local agent make a notation to that effect upon the paid freight bill and acknowledge it with his signature. This document should then be filed in support of any claim for shortage. If there is no actual shortage, your precaution will have been useless. But if one has occurred and such a procedure has been followed, your chance of recovery is far better upon the claim.

You should remember that to secure the payment of your railroad claims, you must be a diligent searcher after evidence showing loss, whether coal or grain, and whenever possible have this evidence recorded by a local railroad agent.

In the settlement of coal claims, the railroad can be governed by only two things, any possible railroad in transit weight, and the appearance of the load on arrival at your station. If it appears that the car is not fully loaded and has the appearance that some of the load may have been stolen in transit or rolled from the car, and such can be shown to the satisfaction of the railroad company, your claim will receive recognition if properly filed and intelligently followed up; otherwise not so.

This same principle applies where grain is sold to a market where there is no official car inspection made. If you sell to such a market or to a local buyer at some other country station, write ahead and warn him to make a careful inspection of seals and possible leakage of the car on arrival and have the existence of same verified by the local railroad agent by notation on the freight bill to that effect. Such is absolutely necessary if you desire to take your claim out of the clear record class of claims which now are systematically refused by the claim departments.

## Harry R. DeVore, New Pres. Toledo Produce Exchange.

At a recent meeting of the members of the Produce Exchange at Toledo, H. R. DeVore was elected as their new president. Mr. DeVore is an influential man in Toledo circles and has been active in the grain business for over twenty years.

He is forty years old, was born and raised in Toledo and has lived there all his life. He is married and has two sons, Robert and Henry W. Jr. His father, Henry W. DeVore, entered the grain business at Toledo with an uncle, H. D. Walbridge, and at the death of Mr. Walbridge, in 1887, established the firm H. W. DeVore & Co. Mr. DeVore is now the oldest living member of the Toledo Exchange.

When Harry, the new president, left high school, 22 years ago, he entered his father's establishment as an office boy. His father believed in starting in at the bottom and rising gradually and his son demonstrated his ability to do so. After he was in the office for some time, he took charge of keeping the books and because of his father's failing health he has practically managed the business for the past 8 years.

No one has done more to bring about complete harmony among the members of the Toledo Exchange than has Mr. DeVore. He was first vice-pres. last year; treasurer during the previous year, and has been a member of the board of directors for several years. R. S. Sheldon, first vice-pres., K. D. Keilholtz, second vice-pres., G. D. Woodman, treas., together with Mr. DeVore, gave the entire membership a banquet at the Toledo Club on the evening of Jan. 5 and matters of general interest were discussed. The new president gave a short rehearsal of the past year's accomplishments under Pres. Fred Mayer's administration and the banquet was very successful and enjoyable in every way.

Mr. DeVore's address at the banquet following the election reflects his attitude toward the real problems of the market. His fair consideration for all and his earnest desire to improve trade conditions, where that be possible, is sure to enlist the harmonious support of his fellow members in constructive work for building a greater market. From his address we take the following:

We now have a very complete system of recording grain inspections, including seal records, and have just recently installed what we believe will be of great benefit to Toledo shippers, in the line of a much more complete Car Condition Report.

These in themselves are small matters, but vital to the growth of any market, because they give shippers, to and from a market, the proper evidence to support their claims against carriers, where claims are in order.

During the year we have put in the Bulletin System on arriving grain and have an inspection track in every railroad yard in Toledo. Right here I wish to give our Traffic Manager, Mr. Macomber, full credit for working out the details and putting into effect the Bulletin System and obtaining our present inspection tracks.

Our Assistant Secretary, Mr. Bryant, is directly responsible for many improvements in our Inspection Recording System and deserves full credit.

The boys in our offices, who really do the work, have formed what is known as the "Produce Exchange Traffic Club." They are doing a good work for the Exchange as a whole and should be encouraged.

The most important advance we have made in the past few years, I believe, is in the line of dropping our petty jealousies and cementing personal friendships among our members. Outsiders have told me very recently that this good nature of ours and our liberal way of competing for business is very noticeable and unusual, as compared to other markets.

We surely must keep up this spirit of fair play and liberality among ourselves, as it is vital to our continued growth and prosperity, not only as a Board of Trade, but as individual firms. We must see that our employees have a smile for one another and work in harmony, as there should be nothing to mar the efficiency of their work.

Each grain receiver here should have his personal opinion as to what the grain grades that is shipped to him, and if the receiver's opinion differs from the Inspection Department, the car should be re-inspected or appealed, to the end that your shipper is protected (as you would

like to be protected in a like case) and also to the end that you are helping to build up the prestige of your market by giving shippers honest service. What is good for our market is good for all of us as individual firms.

Let's work together and have one fine, big, prosperous 1920.

## Future Delivery Contract Valid.

The Supreme Court of Iowa recently decided in favor of Lamson Bros. & Co., in a suit brought to recover the loss on a purchase of 20,000 bushels of corn on the Chicago Board of Trade ordered by a farmer named Menken thru the firm's Sioux City office.

Defendant alleged that it was the mutual agreement and understanding of both parties at the time that delivery of the corn was not intended or contemplated and that settlement and adjustment would be made upon the basis of the public market quotations of the Chicago Board of Trade; and that said contract is therefore invalid under section 4975d of the 1913 Supplement to the Code.

The court said: The evidence of plaintiff's transaction on the board of trade, relied upon by it to show the purchase and sale of 20,000 bushels of corn, is not disputed and may have been regarded by the jury as sufficient to overcome the *prima facie* showing made by the failure, if shown by the evidence, of plaintiff to deliver the required statements to the defendant. There was evidence from which the jury could have found that statements were in fact mailed to and received by the defendant. Whether in form they complied with the statute, we need not consider as the failure to deliver the same, if shown, did not render the contract void or unenforceable, but was *prima facie* evidence only that the property was not sold or bought in a legitimate transaction.—174 N. W. Rep. 688.



John M. Flynn, Elected Pres. Grain Exchange, St. Joseph, Mo.

# Damages Limited to Price of Unrepeated Message

The Supreme Court of the United States in a decision given Dec. 8, 1919, re-asserts the right of a telegraph company to limit its liability for its own negligence, all decisions of state courts to the contrary notwithstanding. Only recently the Supreme Court of Illinois in a decision published on pages 935 and 936 of the Grain Dealers Journal for Nov. 25 had held that such limitation is contrary to public policy and void, giving damages for the full amount of the loss.

The U. S. Supreme Court, in its decision of Dec. 8 said:

In *Primrose v. Western Union Telegraph Company*, 154 U. S. 1, 14 Sup. Ct. 1098, 38 L. Ed 883, the court passed upon the validity of a contract made by a telegraph company with the sender of a message by which, in case the message was missent, the liability of the company was limited to a refunding of the price paid for sending it, unless, as a means of guarding against mistake, the repeating of the message from the office to which it was directed to the office of origin was secured by the payment of an additional sum. It was held that such a contract was not one exempting the company from liability for its negligence, but was merely a reasonable condition appropriately adjusting the charge for the service rendered to the duty and responsibility exacted for its performance. Such a contract was therefore decided to be valid and the right to recover for error in transmitting a message which was sent subject to it was accordingly limited.

In *Western Union Telegraph Company v. Showers*, 112 Miss. 411, 73 South. 276, the Supreme Court of that state was called upon to consider the validity of a contract by a telegraph company limiting its responsibility for missending an unrepeated message essentially like the contract which was considered and upheld in the *Primrose* Case. The court decided that as the Act of Congress of June 18, 1910, c. 309, 36 Stat. 539, 545, had operated to exert the power of Congress over telegraph companies as to their interstate business and contracts, Congress had taken possession of the field and thus excluded state legislation and hence such a contract was valid and enforceable in accordance with the rule laid down in the *Primrose* Case. In holding this, however, the court pointed out that but for the act of Congress a different rule would apply, as under the state law such a contract was invalid because it was a stipulation by a carrier limiting its liability for its negligence.

In *Dickerson v. Western Union Telegraph Company*, 114 Miss. 115, 74 South. 779, the validity of a like contract by a telegraph company for the sending of an unrepeated message once again arose for consideration. In passing upon it the court declared that the ruling previously made in the *Showers* Case, as to the operation of the act of Congress of 1910, was erroneous. Coming therefore anew to reconsider that subject, it was held that the act of Congress of 1910 had not extended the power of Congress over the rates of telegraph companies for interstate business and the contracts made by them as to such subject, and hence the *Showers* Case, in so far as it held to the contrary, was overruled. Thus removing the contract from the operation of the national law and bringing it under the state law, the court held that the contract was void and not susceptible of being enforced because it was a mere contract exempting the telegraph company from the consequences of its negligence.

The case before us involving the extent of the liability of the telegraph company for an unrepeated interstate message governed by a contract like those considered in the previous cases, was decided by a state circuit court after the decision in the *Showers* Case and before the overruling of that case by the *Dickerson* Case. Presumably therefore the court, because of the *Showers* decision upheld the validity of the contract and accordingly limited the recovery. The appeal which took the case to the court below, however, was there heard after the decision in the *Dickerson* Case. In view of that situation the court below in disposing of the case expressly declared that the only issue which was open was the correctness of the ruling in the *Dickerson* Case, limiting the operation and effect of the act of Congress of June 18, 1910. Disposing of that issue, the ruling in the *Dickerson* Case was reiterated and the contract, although it concerned the transmission of an interstate message, was declared not affected by the act of Congress and to be solely controlled by the state law and to be therefore void. That subject, presents then, the only federal question, and indeed the only question in the case.

For the sake of brevity, we do not stop to review the cases which perturbed the mind of the court below in the *Dickerson* Case as to the correctness of its ruling in the *Showers* Case (Pennsylvania R. R. Co. v. Hughes, 191 U. S. 471, 24 Sup. Ct. 132, 48 L. Ed. 268; Western Union Telegraph Company v. Crovo, 220 U. S. 346, 31 Sup. Ct. 399, 55 L. Ed. 498; Adams Express Company v. Croninger, 226 U. S. 491, 33 Sup. Ct. 148, 57 L. Ed. 314, 44 L. R. A. (N. S.) 257; Western Union Telegraph Company v. Brown, 234 U. S. 542, 34 Sup. Ct. 955, 58 L. Ed. 1457), but content ourselves with saying that we are of opinion that the effect which was given to them was a mistaken one. We come at once therefore to state briefly the reasons why we conclude that the court below mistakenly limited the act of Congress of 1910 and why therefore its judgment was erroneous.

In the first place, as it is apparent on the face of the act of 1910 that it was intended to control telegraph companies by the act to regulate commerce, we think it clear that the act of 1910 was designed to and did subject such companies as to their interstate business to the rule of equality and uniformity of rates which it was manifestly the dominant purpose of the act to regulate commerce to establish, a purpose which would be wholly destroyed if, as held by the court below, the validity of contracts made by telegraph companies as to their interstate commerce business continued to be subjected to the control of divergent and it may be conflicting local laws.

In the second place, as in terms the act empowered telegraph companies to establish reasonable rates, subject to the control which the act to regulate commerce exerted, it follows that the power thus given, limited of course by such control, carried with it the primary authority to provide a rate for unrepeated telegrams and the right to fix a reasonable limitation of responsibility where such rate was charged, since as pointed out in the *Primrose* Case the right to contract on such subject was embraced within the grant of the primary rate-making power.

**Federal Law Controls.**—In the third place, as the act expressly provided that the telegraph, telephone or cable messages to which it related may be "classified into day, night, repeated, unrepeated, letter, commercial, press, government and such other classes as are just and reasonable and different rates may be charged

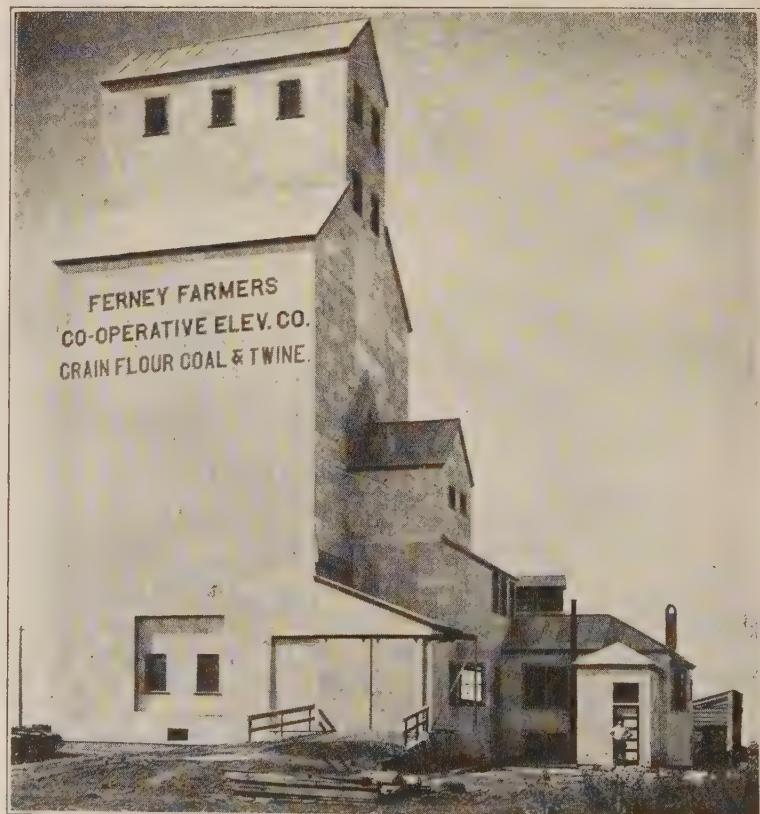
for the different classes of messages," it would seem unmistakably to draw under the federal control the very power which the construction given below to the act necessarily excluded from such control. Indeed, the conclusive force of this view is made additionally cogent when it is considered that as pointed out by the Interstate Commerce Commission (Clay County Produce Company v. Western Union Telegraph Company, 44 Interest. Com. R. 670), from the very inception of the telegraph business, or at least for a period of 40 years before 1910, the unrepeated message was one sent under a limited rate and subject to a limited responsibility of the character of the one here in contest.

But we need pursue the subject no further, since, if not technically authoritatively controlled, it is in reason persuasively settled by the decision of the Interstate Commerce Commission in dealing in the case above cited with the very question here under consideration as the result of the power conferred by the act of Congress of 1910; by the careful opinion of the Circuit Court of Appeals of the Eighth Circuit dealing with the same subject (*Gardiner v. Western Union Telegraph Company*, 231 Fed. 405, 145 C. C. A. 399); and by the numerous and conclusive opinions of state courts of last resort which in considering the act of 1910 from various points of view reached the conclusion that that act was an exertion by Congress of its authority to bring under federal control the interstate business of telegraph companies and therefor was an occupation of the field by Congress which excluded state action (*Western Union Tel. Co. v. Bank of Spencer*, 53 Okl. 398, 156 Pac. 1175; *Haskell Implement Co. v. Postal Tel-Cable Co.*, 114 Me. 277, 96 Atl. 219; *Western Union Tel. Co. v. Bilisoly*, 116 Va. 542, 82 S. E. 91; *Bailey v. Western Union Tel. Co.*, 97 Kan. 619, 156 Pac. 716; *Durre v. Western Tel. Co.*, 165 Wis. 190, 161 N. W. 755; *Western Union Tel. Co. v. Schade*, 137 Tenn. 214, 192 S. W. 924; *Meadows v. Postal Tel-Cable Co.*, 173 N. C. 240, 91 S. E. 1009; *Norris v. Western Union Tel. Co.*, 174 N. C. 92, 93 S. E. 465; *Bateman v. Western Union Tel. Co.*, 174 N. C. 97, 93 S. E. 467, L. R. A. 1918A, 803; *Western Union Tel. Co. v. Lee*, 174 Ky. 210, 192 S. W. 70, Ann. Cas. 1918C, 1026; *Western Union Tel. Co. v. Foster*, 224 Mass. 365, 113 N. E. 192; *Western Union Tel. Co. v. Hawkins*, 14 Ala. App. 295, 70 South. 12).

It is indeed true that several state courts of last resort have expressed conclusions concerning the act of Congress applied by the court below in this case. But we do not stop to review or refer to them as we are of opinion that the error in the reasoning upon which they proceed is pointed out by what we have said and by the authorities to which we have just referred.

It follows that the judgment below was erroneous, and it must be reversed, and the cause remanded for further proceedings, not inconsistent with this opinion.

And it is so ordered.—40 Sup. Ct. Rep. 69.



Cribbed 50,000-bu. Elevator at Stratford, S. D. [See facing page.]

## Ferney Farmers Elevator at Stratford, S. D.

Accompanying sketch shows a cut of the new grain elevator built for the Ferney Farmers' Co-Operative Elevator Co. at Stratford, S. D. This is one of the most complete grain elevators ever built for country use, and is equipped for receiving grain from wagon and truck as well as from cars.

The plant is 34x39 and 60 ft. to the eaves, with an additional 5 ft. in middle, making a total of 65 ft. of cribbing. The cribbing is started with 2x8's on the bottom, extending to a height of 19 ft., 3x6's for the next 20 ft., and the balance cribbed, which is 21 ft. with 2x4's.

A full slab foundation is reinforced with  $\frac{3}{4}$  and  $\frac{1}{2}$  inch rods, each one of these slabs being 24 inches thick with an 18-inch wall built on top of each slab, this method being used so as to secure the proper height for the spouting to pits, eliminating any posting under the elevator.

The elevator's 22 bins will hold 50,000 bus. of grain, 18 of the bins are full hopper and located so as to be used in connection with the cleaners without a second elevation. There are also 6 bins built over the driveway with a capacity of 300 bus. each. These bins are used for seeds and screenings, all being accessible to wagon or pit.

The roofs on the entire plant are first covered with 8 inch shiplap, with strong felt tar paper over this, and 26 gage standing seam galvanized roofing for the top covering. The cleats for this are of the same gage as the standing seam roofing, and are laid 8 inches on center. The walls of the entire plant are covered with  $2\frac{1}{2}$  inch corrugated steel plate, making a fire resistive plant.

The cupola is 16 ft. wide and 34 ft. long, using 22 ft. studs from the center cribbing to the plate. Note the cupola is furnished with three windows on each side, and four on each end, allowing ample light for both floors. All windows are equipped with extra heavy wire screens to prevent breakage.

The roomy workfloor is built from the Greek cross plan, making the main workfloor 13x37 and the cross workfloor 12x39. The height of this workfloor being 15 ft. in clear of all timbers. This height allows all of the 22 bins to run directly into the cleaner, without re-elevation. All of the 18 hopper bins and the 4 deep bins are equipped with 8 inch cast iron turnheads and the slides for these turnheads are operated by the means of  $3/16$ ths wire cable and 3 inch side pulleys.

Three of the legs run to the top of cupola, and a short leg takes care of the screenings and seeds from the gang machine, delivering same to the wild oat machine. The gang machine used in this plant is a No. 60 Dual Marquis cleaner. This cleaner is used in connection with a five apron 48" Richardson wild oat machine. This combination of cleaners is said to make a first-class arrangement for commercial cleaning.

The plant is also equipped with a heavy drum car puller, which is operated by either one of two levers located in a convenient place, making the handling of box cars very easy for the operator. This car puller is built to handle any number of cars and has been known to start and pull as many as 16 at once.

Access is gained to the cupola by means of a manlift, which is set on an elevated platform 7 ft. in the clear of the workfloor. The elevation of this manlift not only makes considerable more room on the workfloor, but also reduces the chance of anyone but employees using it.

The receiving legs are equipped with a 9 inch Ibbsen Double Distributor which allows either of these legs to be spouted to all bins, including the six over the driveway.

The Ibbsen Electric Bin Alarm is furnished for each of the bins, notifying the operator 25 bushels prior to the filling of the bins.

The weighing out scale is a 1500 bu. Richardson Automatic Scale, and is located in the cupola, making it possible to weigh grain and load directly to the car. The shipping spout into which this scale discharges is an  $8\frac{3}{4}$ " well casing spout.

The boot tank for the receiving legs is made of  $\frac{3}{4}$  inch steel and is 29 ft. long, 9 ft. wide and 11 ft. deep. The extra large size of this tank allows both the front and back pit to hold 500 bushels each. The boot tank for the track leg is 16 ft. long, 7 ft. wide and 7 ft. deep, allowing one pit to hold about 150 bus., which takes care of the seeds and screenings and another pit which holds about 50 bus. to receive grain in carload lots.

The receiving scale is a 26 ft. 10-ton Fairbanks-Morse wagon and truck scale, which allows the plant to accommodate either wagon or auto trucks. The trap door grate is of the Buchan type, eliminating the raising and lowering of any trap door. The driveway is 12 ft. wide and extends 14 ft. ahead of the scales.

There are 24 sample boxes built in the driveway, which hold one-half bushel each, making it possible for the operator to keep on hand samples to the extent of one-half bushel each of any kind of grain that he may handle. These sample boxes are also used to great advantage in the shipping of grain, as a fair average sample of the carload lot may be retained in one of these boxes until the carload has been received at the terminal.

The office and engine room are under one roof. These rooms being 24 ft. long by 16 ft. wide.

THE ENGINE ROOM is built directly under the office, and entrance to same is gained by means of a small ante room. This ante room being so constructed as to allow the owners the very cheapest insurance rate possible. The engine room is finished with steel metal lath, covered with one inch of cement plaster after one thickness of shiplap has been placed on the studding. This also being one of the insurance company's regulations. The engine used is a 25 H. P. Fairbanks-Morse type "Y" make and drives to a 25 H. P. friction clutch being located on a counter shaft in the engine room. This shaft is so installed as to eliminate the belt carrying any dirt back on to the engine, as the shaft and not the belt is the only item which extends through the wall.

All of the belting used in this plant is 4 and 5 ply Riverside Rubber Belting. The special Minneapolis "V" riveted buckets are used in all the legs, the receiving legs being equipped with 11x6 buckets, placed 9" on centers and the track and short leg being equipped with 9x5 buckets.

Power is transmitted from a line shaft to the cupola counter shaft by means of a three-strand rope drive. Each of the receiving legs are fitted with  $7\frac{1}{2}$  H. P. friction clutches. This plant is so arranged as to make it possible to drive any one unit separately, this being done by the installation of friction clutches.

THE OFFICE is finished with heavy wall board with strips placed in panels, the flat paint and sizing used to finish the walls and ceiling and all woodwork being oil stained. The floor of office is of hard maple. Both the dump scale beam and the coal scale beam operate from the inside of the office, there being a little room built around the dump scale beam, so as to allow the operator to gain access to this scale beam without entering the office.

The oil house is of concrete construction, which also takes advantage of the insurance company's lowest possible rate.

The flour shed is 16 ft. wide and 34 ft. long, built in connection with the elevator, one corner of this shed being partitioned off for the car puller. This flour shed is not only well ventilated but is lined on the inside with No.

28 gage galvanized iron, which makes this shed absolutely rat and mouse proof. Entrance to shed is gained directly from the driveway.

All of the bridge trees in connection with the shafting are arranged so as to be adjustable, making it easy to adjust machinery at any time. All bearings are fitted with hard oil grease cups.

The foundation for the flour shed, driveway and office are continuous, a 4-inch cement floor being placed under the flour house and the entire length underneath the driveway making the entire building rat proof. Both approach and exit ends of the driveway are of concrete construction, using the Ibbsen standard railing.

The plant was designed and built by the T. E. Ibbsen Co.

A CARGO of Russian barley recently cleared from a Black Sea port for Greece.

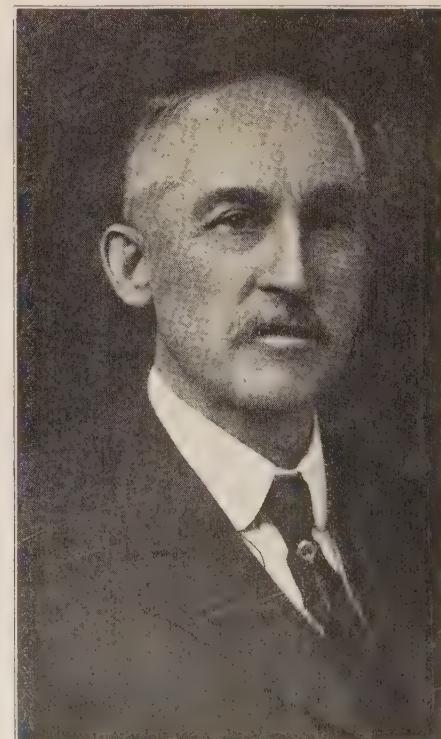
## Charles F. Beardsley Passes On.

Charles F. Beardsley, one of the pioneer grain dealers of St. Louis, Mo., died Jan. 3 at his residence in that city, aged 71 years.

He was born in Fremont, Ohio, and at the age of 15 enlisted in the quartermaster's department of the United States army. He began in the grain business in St. Louis, over 45 years ago, and has been actively engaged in it ever since, with the exception of the past six or eight months. He and Erich Picker formed a partnership some 37 years ago, which was taken over by the present corporation, the Picker & Beardsley Commission Co., in 1909. He had been a member of the Merchants Exchange for 38 years, serving for many years as director and on various com'ites.

He is survived by his wife and three children, Miss Annette J. Beardsley, Mrs. F. H. Wolf, and Mr. A. H. Beardsley.

For the past six or eight months he had not been actively engaged in the direct management of the affairs of the Picker & Beardsley Com. Co., hence the business will continue under the same policies and under the management of A. H. Beardsley as pres., T. M. Scott as sec'y and G. H. Nagel as treas.



C. F. Beardsley, St. Louis, Deceased.

# Country Elevator Accounting---VI

## Recording Retail Sales

By C. A. Lovell

The principles involved in recording retail sales of grain are the same as those governing car lot sales. In examining a typical example of a retail sale it will be found, however, that in certain respects this class of transactions resembles wagon lot receipts more closely than car lot sales; this fact being due to the physical characteristics of the work which its handling entails. Thus, both wagon lot receipts and retail sales are much smaller than even the smallest of car lot shipments, and in each case it is usually necessary to record weights obtained over a wagon scale and to provide a weight ticket for the customer's record of his purchase.

With these facts in mind it is seen to be quite practicable to use a scale book as the place of original entry, and a duplicating scale ticket for the customer's record. The scale ticket and record of wagon receipts, already described may be adapted with little or no change to this use. It is possible to use exactly the same form of ticket and register for both wagon receipts and retail sales, thus avoiding the expense of printing special forms.

The scale ticket and register of receipts referred to were shown on page 854 of the Journal for Nov. 10, 1919, in connection with the first article of this series.

It is recommended that each grain which is being handled at retail be allotted a separate sales register, or that certain pages of a single book be set aside for each grain. Each sale should then be entered on one line and the totals of bushels and amounts carried forward from day to day.

### Posting the Sales.

Each sale of grain involves two entries in the central book of the system, the ledger. One of these is a debit and the other a credit. The grain sold must be credited for the value of each load and some account (either cash or an individual) must be debited.

The better method of handling the debit entries is to post each one direct to the proper individual account, giving the date, price, quantity and amount, and any other information that may be of value. When the individual pays for the grain his account should receive credit for the amount received from him and the cash account should have a corresponding debit.

Credit to the grain account may be made in a lump sum at the end of each month. The totals that have been carried forward each day during the period will provide the figures for making this entry, and by handling it in this way the amount received from retail sales of each grain in a given month will be shown in a single line on the ledger account for that grain.

In every country grain business selling at retail there will come up a great number of sales that are really cash transactions at the time they are made. These can be handled according to the method already outlined, and it will be advisable so to handle them when the individual making the purchase is a customer who may be expected to return at a future time. This for the reason that it is always desirable to have a complete record of each customer's business in a single place, readily available, and the best place for that is the ledger. For those sales which are small in themselves, for which cash is received, and when there is little probability that the trade will ever be inquired about later, it is well to provide another method of entry.

This class of sales can be handled satisfactorily by treating them as cash sales purely, making the debit entry direct to the cash ac-

count. Or the debits may be posted to a ledger account set up for this purpose and known as an account for Sundry Retail Sales. If this method is in use the debit entry will be to debit the sundry account for the sale and later to credit the sundry account and to debit cash for the money received. It is not necessary to interpose these additional entries, but many accountants and business men consider that the information they give is of sufficient value to justify the labor and time required. The country elevator operator seldom desires to do any bookkeeping that can be avoided, and generally he will prefer to adopt the shortest method that gives all needed information. For those who view the matter in this light the sundry account will seem superfluous.

### The Stock Accounts.

It is imperative that the amount of each grain sold at retail shall be deducted from the quantity previously on hand. To do this it is necessary only to enter on stock accounts the quantities sold each day and to subtract these figures from the total as it existed before the sales were made. Similar treatment should be given the long and short record, any sales that do not represent actual deliveries being deducted on the day they are made in order that the remainder shown on the long and short may indicate accurately the quantity available for sale later.

### Summary.

In the series of articles that have been published under this general subject, beginning with the first, which appeared in the Journal for Oct. 10, 1919, the successive steps dealing with the country grain dealer's principal initial bookkeeping problems have been considered.

The following general classes of transactions have now been analyzed in their proper order:

1. Wagon Lot Receipts.
2. Car Lot Receipts.
3. Car Lot Sales.
4. Retail Sales.

It has been pointed out that the law of debit and credit is the basic fundamental of all bookkeeping, and that certain essential debits and credits arise from each of the grain dealer's principal transactions. These are:

### Wagon Lot Receipts.

Debit the grain received.

Credit for the cash paid out.

### Car Lot Receipts.

Debit the grain received.

Credit for the cash paid out.

### Car Lot Sales.

Debit for the cash received.

Credit the grain sold.

### Retail Sales.

Debit for the cash received.

Credit the grain sold.

To illustrate again the fact that these essential entries remain when each transaction has been carried to its conclusion reference may be made to the example of the car lot sale previously given.

This example appeared on page 1154 of the Journal for Dec. 25, 1919.

In this case the only entries that would be absolutely necessary are those representing the debit of \$3,710.14 to the cash account and the credit of \$3,710.14 to the wheat account. All other entries are but steps leading up to these two; but it must be recognized that the exact amount of the net proceeds was not known to be \$3,710.14 until a considerable interval of time had elapsed after the car was shipped. It is vitally necessary that the books shall show the status of each transaction at any intermediate step, and at any moment between the time when it is started and the time when it is completed; and it is to

accomplish these purposes that the debit and credit picture of the transaction in all its parts is set forth on the pages of the bookkeeping system.

EVERY TRANSACTION, whether a purchase or sale, could be correctly recorded with but one set of debit and credit entries, but it is not advisable always to wait until this can be done; nor would a set of books so kept present a picture that could be understood by one unfamiliar with the details of each purchase and sale. The final test of the efficacy of any system of bookkeeping will lie in the results which it gives, and in whether a competent accountant can proceed using the material and information which it furnishes, to draw off a statement that is indicative to the true financial status of the organization. If the books yield these results their purpose has been accomplished and the system is a good one. If they do not yield these results they are worse than useless, even though the system may have been designed and installed by the most expert of experts and operated by a graduate of a thousand business schools.

THE EXPLANATIONS that have been given up to this point have dealt almost wholly with the initial steps of the grain dealer's bookkeeping. In order, at the same time to show the relation borne by each primary entry to the secondary entries that accompany it and grow out of it the treatment of each transaction has been expanded to show the course which it follows thruout the system to the point where it finally exerts its ultimate effect on the business. In doing this it has been considered advisable to refer to the posting of individual entries in a manner to indicate that they are transferred direct from the place of original entry to their final resting place in ledger accounts. And it is true, as we have already seen, that it is possible to post all items direct from the original source to the respective ledger divisions. But practical experience has shown that this method has many objectionable features, and to eliminate unnecessary labor and at the same time to provide a more satisfactory record, certain subsidiary books have been evolved.

CHIEF among these subsidiary books, in earlier accounting practice, were the cash book and journal. In the beginning the cash book was designed as a place in which to record changes in the cash assets of the business, and the journal to record the details of transactions not affecting cash; while both the cash book and journal were used to set forth the preliminary separation of the debits from the credits. Gradually each of these books was altered and their functions amplified and expanded, until finally some one hit upon the scheme of combining the two to form a single book that would serve every purpose of either as they had stood before, and that would give much information it had previously been difficult to obtain.

The combination cash-journal was thus evolved and it has now come to be considered as the most satisfactory instrument for providing complete, definite and up to the minute business information.

### Iowa Co-operatives to Meet at Sioux City.

A well rounded program has been prepared for the annual convention of the Iowa Farmers Grain Dealers Ass'n at Sioux City, Jan. 20, 21 and 22.

Managers will meet in the Chamber of Commerce where David J. Price will lecture on dust explosions.

Among the speakers will be Owen L. Coon, claims attorney; John W. Shorthill, Clifford Thorne, J. R. Howard, J. M. Mehl and A. V. Swarthout.

The entertainment will include a dinner party for the ladies at the Martin Hotel on the evening of Jan. 21, followed by a theater party.

## The Little Rock Grain Exchange.

The Little Rock Grain Exchange was incorporated in 1915, being the outgrowth of the Grain Committee of the Little Rock Board of Trade. The expansion of the grain trade in Little Rock can be attributed directly to two things, the advantageous location of the city with its natural water transportation and railway facilities reaching the larger part of the country's grain raising belt, together with the Inspection Department by accurate grades constantly increasing the confidence of shippers in the Little Rock market.

At a recent banquet of the Little Rock Exchange members, G. E. Cunningham briefly reviewed the steady increase in the volume of grain business done in Little Rock during the past forty years. He told of how Eisenmeyer Mill was the pioneer grain handler of the city, receiving grain for his mill both by boat and wagon. Later came Niemeyer & Darragh, the two finally dissolving partnership and entering business for themselves. Among the other earlier dealers, during the period of hand work in handling grain, were Bradshaw & Cunningham, and Brocksmith Bros., succeeded by Little Rock Mill and Elevator Co., who in turn were succeeded by T. H. Bunch Co. The latter company suffered the loss of its plant by fire.

The Iron Mountain Railway Public Elevator was built in 1904 and is still serving for public grain storage, now being operated by the Missouri Pacific Railroad.

The few plants mentioned above were the nucleus for the present grain trade of Little Rock, where you will now find eight modern grain handling, milling and feed manufacturing plants.

Dan Daniel, formerly manager of the Daniel Grain Co., is President of the Grain Exchange, Chief Inspector and Weighmaster for the market. Guy F. Williams, manager of the George Niemeyer Grain Co., is Vice-President, and August Probst is Sect'y and Treas. The present directors are: Claude M. Burrow, F. Kramer Darragh, Hal K. Cochran, E. L. Farmer and J. F. Weinmann.

The remarkable strides made by this market were not begun until 1912 when Little Rock discriminatory freight rates were removed by the Interstate Commerce Commission. At that time there were but four elevators located at this point.

## PUBLIC ELEVATOR AT LITTLE ROCK.

One of the valued facilities of the grain market at Little Rock, Ark., is the Missouri Pacific Elevator operated by the Railroad Administration on the tracks of the Missouri Pacific and the Rock Island railroads, having a storage capacity of 250,000 bus. bulk grain.

The plant consists of the main elevator, annex rebuilt from a mill formerly operated alongside the elevator, and a warehouse. The main elevator is constructed along the lines of the average terminal public house, having a head house, garner floor, scale floor, distributing floor, bin floors and working house. In addition to this, two sackers are used in the sacking room, one loading out to either side of the elevator. All buildings are of iron-clad construction, except the power house, which is a brick building housing the 250 h. p. corliss engine for operating the machinery of the elevator.

Grain is received in two hopper bottom cement concrete receiving pits, which direct the grain to the two elevator legs. After the grain is elevated into the garners, it is allowed to pass into the 100,000-lb. Howe Hopper Scale, from which it passes thru the distributing floor to the 35 bins or to the spout leading to the annex.

The fire prevention facilities include dust collectors, one gravity tank on roof for the sprinkling system, and two pressure tanks located on the garner floor.

Complete machinery has been installed for shelling corn, and drying, sacking, clipping, cleaning or turning grain. The house is shown in the engraving.

## Hoover Reports on European Relief Work.

A notable piece of work was just completed when Herbert Hoover turned in a preliminary report of his work with the American Relief Administration.

In February, 1919, congress appropriated \$100,000,000 to be used in relief work in Europe in countries other than Germany and her allied countries. The work was to be done under the direction of the president. Mr. Wilson turned the work over to Mr. Hoover.

The outstanding features of the bill creating this administration were, that in purchasing supplies, preference should be given American wheat, also that the countries benefited should reimburse the government of the United States for the relief given. The money used for the relief of children was not to be returned.

In his report Mr. Hoover explains that if it were not for the relief extended 3,000,000 of the children in European countries would have suffered serious, permanent injury from undernourishment.

We are told also that except for money used for freight charges in Europe, all of the money was spent in this country.

Of the money given out to be returned Poland received about one-half, \$56,900,000, Armenia received \$10,000,000, Czecho-Slovakia \$6,700,000, Russia \$4,600,000, Finland \$3,900,000, Letvia \$2,900,000, Estonia \$2,300,000, and Lithuania \$700,000.

Of the money spent on child relief which will not be returned, Poland got over five million dollars, Czecho-Slovakia about three million, Serbia about a million, Romania, Finland and Estonia received a half million apiece, Letvia and Lithuania each got around three million, and Russia received \$100,000.

Mr. Hoover now is returning \$88,750,000 in the form of treasury notes from the different countries given assistance.

LICENSEES of the Wheat Director have been cautioned in a circular of Jan. 2 to make weekly reports covering milo maize, feterita, cane seed and kafir if they intend to file claims for interest and insurance on wheat under the terms of Agreement 1582-B. This will enable the Grain Corporation to check the 20 per cent turnover.

## Railroad Bill Progressing.

The Senate and House conferees reached an agreement Jan. 2 to give the Interstate Commerce Commission supreme authority in fixing railroad rates.

One objection to the Cummins bill is that it creates a Transportation board of five members to be appointed by the President to serve as an official court in labor disputes. There is nothing to prevent a majority of this board from being composed of 3 labor agitators who would sell out the public to the organized brotherhoods. To fairly represent the public the members of this Board should be acceptable to the Senate and House.

One merit of the Cummins bill is that it makes strikes and lockouts on the rail lines illegal. The Esch bill fails to legislate against such unwarranted obstruction of an indispensable public service. It remains to be seen whether the Senate and House conferees will sell out the American people to a small minority of organized railroad employes.

At a meeting of shippers at Chicago Dec. 30 resolutions were adopted to the effect that

"We oppose the appropriation by the government of the excess earnings of a railroad company.

"We oppose the scheme of ratemaking groups and standardization of earnings therein as provided for in the Cummins bill.

"We are opposed to the consolidation of railroads and the distribution of the country into rate groups as provided in the Cummins bill.

"We are in favor of legislation which will permit the return of the railroads to their owners at the earliest possible moment and permit operation by them.

"We are in favor of legislation that will effectively prevent the catastrophe that would follow a general railroad strike and at the same time fully recognize the just rights of the laborer and all parties in interest."

THE AMERICAN INSTITUTE OF BAKING, founded by the American Ass'n of the Baking Industry, has begun work in Minneapolis under the direction of Dr. H. E. Barnard, assisted by an advisory com'ite of the National Research Council and in co-operation with the Dunwoody Institute. Dr. Barnard was connected with the State Board of Health of Indiana for nearly nineteen years and was federal food administrator of that state during the war.

MISSISSIPPI is reported as the largest cow pea producing state, with an acreage of 1,300,000 in 1917.



Public Elevator of Missouri Pacific R. R. Co. at Little Rock, Ark.

# The GRAIN DEALERS JOURNAL.

## Superiority of Kanred Wheat.

The Kansas Agricultural Experiment Station, after experimenting with the different varieties of wheat for a great while, has produced a new variety believed to be quite superior to the two varieties which have been most popular in the past, Turkey and Kharkof. The new variety has been named Kanred, a derivation of the words Kansas red.

It is a hard, red winter wheat and can scarcely be distinguished from Turkey and Kharkof. However, it is superior in hardness, yield, earliness of maturity and resistance to rust. About 1,500 Kansas farmers in all parts of the State have grown Kanred wheat and the results have been quite satisfactory; in fact, so promising that 4,000 acres was seeded to it in 1917 and 50,000 acres in 1918.

Kanred was produced from a single head selected in 1906, from a hard winter variety that had been introduced into the United States from Russia by the United States Department of Agriculture. It was discovered by selecting a large number of heads from the field and planting the seed of each in a single row. They were harvested separately and each was carefully studied as to hardness, earliness, yield and other characteristics. During the first year 554 selections were made, 451 of which were harvested. The second year each selection, or strain, was again sown in rows by itself, and its characteristics were again carefully recorded. This tabulation was continued for several years and careful studies were made of each individual strain. They began in 1911 and continued to the present time, growing the most promising strains in field plots in which more accurate records of yields were secured than was possible when they were grown in rows. Beginning in 1914, a number of them, including Kanred, were grown at the branch experiment stations at Hays, Colby, Garden City and Tribune, and in co-operation with farmers in all parts of the State.

The superiority of Kanred is due to its earliness, resistance to winter-killing, resistance to rust and to its larger yield. It is claimed that it always ripens as early as the other varieties and usually from 1 to 4 days

earlier. Kanred may not be found harder than other varieties in some localities, but throughout Kansas it has demonstrated that it is most resistant to winter-killing. In yield, too, it has been found that under Kansas conditions it is superior to Kharkof and Turkey, the yield varying from 3 to 5 bushels greater in nearly every case.

In Circular No. 74, issued by the Agricultural Experiment Station, letters are published which were written by farmers who have tried the new variety. From present indications Kanred promises to be the coming variety. It is shown in the engraving herewith.

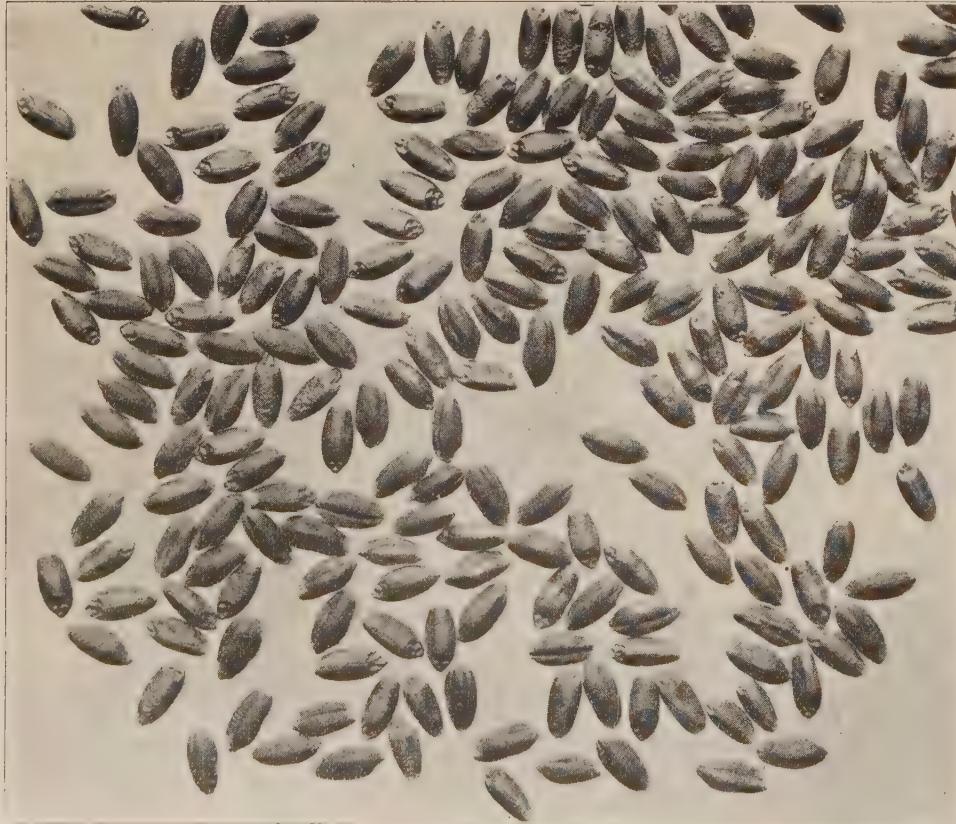
## Note Full Loading on B/L.

Under the new minimum weight rules which have just gone into effect shippers can not take advantage of the lowest minimum unless notation is made on the B/L that car has been loaded to capacity or to within 24 inches of the roof. Chas. Rippin, traffic commissioner of the St. Louis Merchants Exchange, has sent out a bulletin calling attention to the necessity of proper indorsement on the B/L, as follows:

In order to protect the purchasers of grain at terminal markets in the matter of weights on which the railroad will charge freight, it is necessary that the country shippers show on the B/L the facts required to enable the purchaser to see that he is protected. For example, if the car is loaded to capacity, or to the grain line, let the country shipper mark the B/L accordingly. If it is loaded to within 24 inches of the roof let the country shipper so indorse on the B/L.

Receivers should immediately notify their country shippers accordingly and see that they have the necessary information at hand when they offer grains for sale on the floor of the exchange to give to the purchaser. The seller should show on the dray tickets billing cars to connecting lines for out-shipment from the market, whether the car is loaded to capacity, to the grain line, or to within 24 inches from the roof, as the case may be. Please give this your prompt and earnest attention to avoid trouble.

COTTON is selling on the farm around 34 to 42 cents, averaging 35.7 cents a pound, according to the U. S. Dept. of Agriculture. Dec. 1, 1918, the price was 27.6; in 1917, 27.7; in 1916, 19.6; in 1915, 11.3; and 6.8 in 1914.



Kanred Wheat, a Premier Kansas Variety.

## Waste Cobs Utilized.

Grain dealers in the corn belt who have gone to great expense in building cob burners of brick at country stations will be pleased to learn that there is some prospect of a demand for cobs that will pay for loading them on cars for shipment and thereby remove another fire hazard and turn waste product into income.

The Bureau of Chemistry of the U. S. Dept. of Agriculture has worked out a method of making an adhesive (glue) out of the cobs.

Under the present plans the following products will be manufactured:

1. Adhesive "A," a light-colored 70% solution of gum equal to about 45% of the weight of the air-dried cobs.

2. Adhesive "B," a dark-colored 70% solution equal to about 30%, suitable for low-grade uses only.

3. Cellulose, of a high grade of purity, but possessing no fiber, 35%.

4. Acetate of lime about 3%.

The processes used in obtaining these products are extremely simple and all operations are common and well known in other industries. Adhesive "A" is obtained by heating the cobs under pressure with water, pressing the resulting mass and evaporating the expressed solution to the proper consistency. A system of digestors with hopper and press attached are to be used. This outfit is the well known Kutztown system commonly used in garbage reduction. There is nothing new about the evaporation as nothing special is required.

Adhesive "B" is obtained by extracting the solid residue from "A" with a dilute solution of sodium hydrate. This operation takes place in a diffusion battery such as is used for exhausting sugar beets, etc. The solution is then evaporated. The cellulose is what is left after the two adhesives have been extracted and has only to be washed with a little acid and bleached. There are many uses to which this material may be put.

For the present no attempt will be made to manufacture baking powder or glucose, as described in an article in the November (1918) number of the Journal of Industrial and Engineering Chemistry on "The Preparation of Several Useful Substances from Corn Cobs," but acetate of lime of very high purity will be recovered by an as yet unpublished process at a trifling cost in quantities sufficient to render this an important by-product.

There are two concerns which are planning to go into the business of corn cob products production on a large scale. One of these plants will handle from 75 to 125 tons of cobs per 24 hours. There are some other parties also who are about to engage in smaller scale operations and will make adhesive "A." A large plant is really a combination of a garbage reduction plant and a paper mill.

The adhesive "A" is made by heating the cobs in large digestors with water and evaporating the extract.

The market for adhesive is very large, over 400,000 tons per year being used in the fiber container and paper box industries. Probably an equal amount of adhesive is used in other connections; for example, as sizing for coarse fabrics, walls, etc., and for paper bag labeling, etc. Results of investigation indicate that corn cob adhesive could replace most of the more expensive adhesives now in use. There is also a large market for the cellulose in various forms. As a powder it will replace wood flour in the linoleum industry and in dynamite manufacture. It can be used also in the manufacture of blotting paper and probably for viscose silk.

Where cheap coal is not available, glue and acid may be made and the residue utilized for fuel.

Later the Bureau will publish a full report on the corn cob project.

## Grain Claims Unfairly Declined.

BY OWEN L. COON.

The Cincinnati, Indianapolis and Western Railroad has certainly taken an extremely unfair attitude with reference to a class of claims which the Bingham-Hewett-Scholl Co. of Indianapolis, Ind., has filed with it. The claims in question are for losses arising from leaks at grain doors, but the conditions surrounding the loss are different than those arising from leaks at grain doors placed by country shippers. The grain doors in the claims in dispute were placed by the Grain Door Coopering & Reclamation Bureau, which presumably receives pay for its work from the railroad. At least the shipper pays for nothing, and it is presumed that the Bureau does not work for nothing. As such it is the agent of the railroad and the loss arises as the result of either the negligent work of its employees in cooperating the car, the use of poor grain door material, or rough handling of the grain in transit.

Order No. 57 of the Railroad Administration as amended by Order No. 57A omits any reference to the declination of losses at grain doors, and leaves the matter up to the discretion of the freight claim agent. These particular claims were made the subject of correspondence with the railroad administration at Washington, who informed complainant that the matter was left to the discretion of the individual freight claim agent to decide in accordance with the facts in each case.

So the criticism for injustice must be laid at the door of the C. I. & W. railroad, as it had the authority to pay the claims if it so desired. There may be at times some justice in the contention of the railroad that the shipper negligently coopered the car and is responsible for the loss at grain doors, though quite as often it is the fault of the railroad in failing to furnish proper grain door material. But it is impossible to see how under any fair view such can be said when a Bureau performs the work which receives its pay from the railroad.

Some assistant with initials JOW handled the claims, though L. E. Smith is chief freight claim agent. The following is an excerpt from the last letter: "Even though the application is made by someone else, the carriers are not responsible for shrinkage and leakage through grain doors. Therefore, the fact that the doors were installed by the Grain Door Reclamation Bureau has absolutely no bearing on the adjustment of the claim. Please consider it again respectfully declined."

The C. I. & W. railroad, if it expects to retain the good will of the shippers from whom it obtains its freight might do well to go a little further in the matter of co-operation. It is, however, only fair to say that the Rock Island, New York Central and many other roads have, so far as my experience goes, not shown such an unfair attitude toward the shippers rights. The Illinois Central is very prompt in giving either a declination of the claim or making payment, a practice which the C. I. & W. might follow with profit.

## Spring Wheat Improvement.

Bert Ball, who is well known as an organizer of efforts toward improvement of the cereal crops, has accepted a position as director of plans for what will be known as the Spring Wheat Crop Improvement Ass'n, with headquarters in the Security Bldg., Minneapolis, Minn.

This is a voluntary organization of millers, elevator operators, grain dealers and bankers. On the executive com'ite are Wm. Dalrymple, pres. Minneapolis Chamber of Commerce; John S. Pillsbury, Frank Crosby and other leading millers, with R. G. Brown as sec'y.

Mr. Ball says, contrary to a common opinion, seed wheat does not "run out." It is true that its quality will deteriorate and the yield become smaller if left to its enemies which are inherent in the wheat.

It is therefore important that concerted action should be taken to establish more profitable farming methods.

First. To establish the variety best adapted to soil and climate. In almost every county, Marquis wheat should be urged. There is nothing the matter with fife and blue stem except that they have not been kept pure and the record will show that they do not yield so well and are not so safe, but taking everything into consideration, marquis is the most desirable wheat.

Velvet chaff lacks bread gluten and is too soft. Durum is a fine wheat for certain purposes, but has a limited market, there being a demand for not more than 10 per cent of the total spring wheat crop. The price of durum is often 20 to 80 cents per bushel below the price of No. 1 Northern, which in itself is argument enough. This applies to the macaroni durums, which should not be confused in any way with the so-called red durum, "rust proof" or durum fife wheat, which has been making so much trouble and for which there is practically no market, and should not be seeded under any circumstances.

## Advantages and Disadvantages of Open Bins.

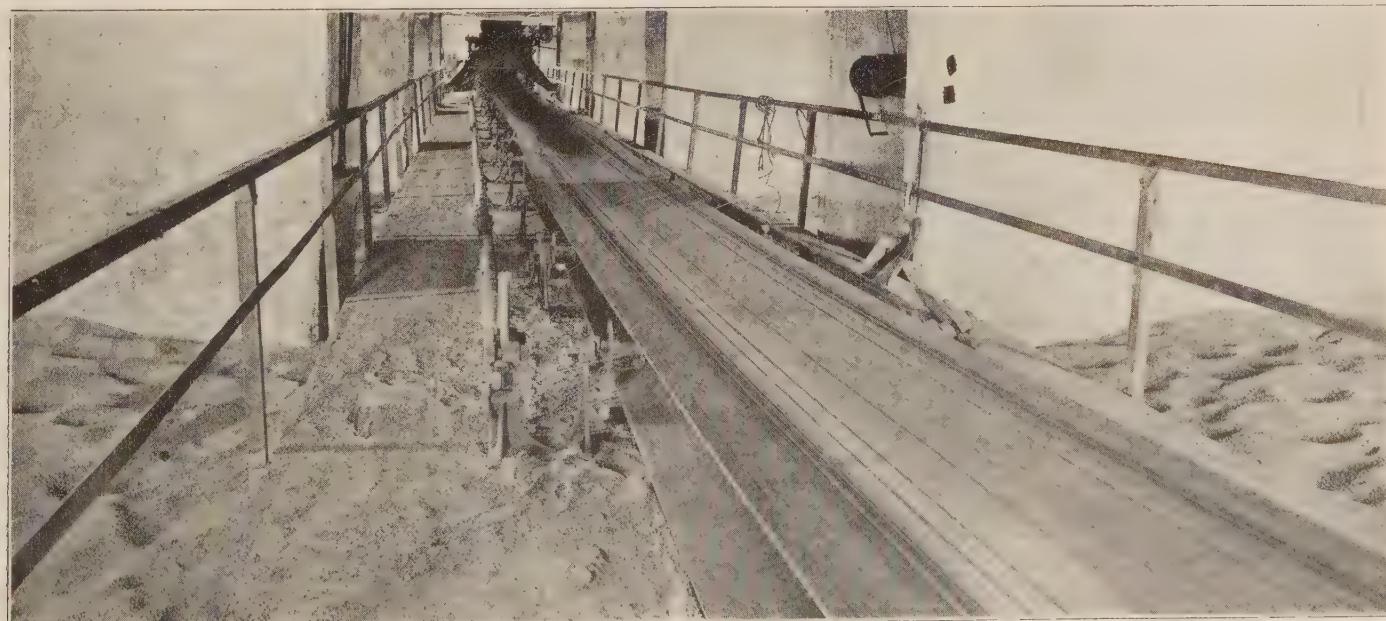
In the early days of grain elevator construction no one considered the advantages of covering the deep bins and all were left open as a matter of course. After hundreds of elevator employes had accidentally dropped into the open bins and been suffocated in the grain or crushed by the fall, elevator designers began to suggest the advisability of covering the bins for greater safety to all bin floor workers. In many of the modern terminal and in some country elevators the bins are covered and no ladders are provided for workmen to descend into them. In fact, everything is done to discourage their going down into the bins and taking unnecessary risks. Open bin houses will always be dirtier than the closed bin houses and the dense dust arising from the falling grain will settle on the grain in adjoining bins and on floors, walls and machinery, thus increasing the dust explosion hazard and undermining the health of workmen who fail to wear dust protectors.

In case the outside walls of the large bins are extended up to a level with the roof of the conveyor story, the amount of grain placed in each bin can be increased 5,000 to 7,500 bushels by shoveling it back from the conveyor belt to the outside wall, as has been done in the elevator illustrated herewith.

This is a view of the top story of the new reinforced concrete elevator built for the Farmers Terminal Elevators at Council Bluffs, Ia., by James Stewart & Co.

IT IS HARD to account for the wide range in values of wheat, which is sometimes as much as 30c or 40c per bushel on the same day for the same grade. Choice milling wheat is scarce and the demand for that quality is keen in comparison. While the less desirable wheat is taken at prices away above any government limits, the competition is not so strong for it after the choice selections have been made so that it is sometimes hard for a shipper to understand why his wheat does not bring a better price when he sees so much higher prices quoted for wheat of the same grade.—Murphy Grain Co.

IN RUSSIA the British Board of Trade Journal states there is a surplus of 2,500,000 tons of grain with an abundance of other grain on hand. A report by the British Economic Mission says there are indications that there may be a resumption of grain exports from South Russian ports in the near future.



Top Story of Farmers Terminal Elevator at Council Bluffs, Ia., Showing Grain in Open Bins Shoveled Back from Conveyor Belt.

# The GRAIN DEALERS JOURNAL.

## Hedging Transactions in Grain Futures.

By ROLLIN E. SMITH, CHICAGO,  
Author of "Hedging in the Future Markets."

ACTIVITIES OF SCALPERS.—In briefly reviewing the activities of the speculators, it may be permissible to comment on some phases that appear to be abuses; namely, operations by those who use the market machinery (which is a public institution) for their own advantage. It is only natural that abuses have crept into the market, but they are due to the human element unrestrained and not to any apparent fundamental weakness in the market system, unless the market depends too much on public speculation.

Scalpers are pit traders who operate on their own account, buying and selling many times during the day, taking a small profit or loss on each trade, calculating on the volume of small profits to net a satisfactory total over the unavoidable losses. Scalpers will make from 50 to 100 completed trades a day, during an active market; that is, 50 to 100 purchases and as many sales. It is the general custom among them to "even up" their trades at the close of the market every day, thereby having nothing to worry about over night.

An active, expert scalper, during a day of many small price fluctuations, will make a trade at almost every price change. That is the kind of market that pleases the scalpers best. A steadily advancing or declining market is not suited to their style of trading.

Scalpers endeavor to "follow the market"; that is, the trend of the market. Therefore they may reverse themselves many times a day in an endeavor to go with the drift. A sudden break or advance of several cents, such as were not unusual during the first two to three years of the war, results in a big profit or loss, according to whether the scalper happens at the moment to be right, or wrong, on the market.

### Lew Hill in His Own Company.

Lew Hill, who began as office boy 17 years ago, and has been an elevator manager, road representative and grain receiver, has now formed the Lew Hill Grain Co., with \$50,000 capital stock to do a grain receiving business with Indianapolis as headquarters.

The officers are Lew Hill, president and general manager; Charles S. Weirick, vice president; Harold D. O'Brien, secretary and assistant treasurer, and O. P. Deluse, treasurer. The company will have offices in the Board of Trade bldg.

The company holds membership in the Indianapolis Board of Trade, Indiana Grain Dealers Ass'n, and Grain Dealers National Ass'n. For some time Mr. Hill has handled the cash business in Indianapolis territory for J. C. Shaffer & Co., of Chicago.

The amount of grain traded in by scalpers at single trades ranges all the way from 1,000 bushels to 100,000. The latter amount is unusual. The most common amounts when prices are low are 5,000 and 10,000 bushels. As the scalpers are on both sides of the market, some buying and some selling all the time, and as individual scalpers are buying one minute and selling the next and, furthermore, as almost all the trades are "evened up," i. e., closed out, the same day, the influence of such operations on the market is not as great as might be expected from the volume of trades. It is inevitable, as must be seen, that a considerable percentage of the trading by scalpers must be between themselves.

SCALPERS SERVE A USEFUL PURPOSE.—While the operations of the scalpers are purely speculative, they nevertheless serve a useful purpose. That is, by their continual trading and their willingness to either buy or sell at any time they broaden the market, thereby making it possible for the members of the cash grain trade to place their hedges without delay and at the market price at the moment. Members of the cash grain trade—elevator companies, mills and commission houses—are continually, day after day, putting hedging orders into the pit and the quickness with which they can be executed is a matter of business importance.

The scalper seems to be a legitimate market factor and serves a useful purpose up to a certain point. When they attempt to influence the market, as they may when trade is light, their usefulness ends.

OTHER PROFESSIONAL SPECULATORS.—Under the head of "other professional speculators" may be grouped all those who are connected with the grain exchanges or other exchanges and who trade or speculate more than occasionally—men who are thoroly familiar with the markets. Such men are in close touch with the markets all the time. Many of them may make a few trades daily. Most of them, however, trade only when the market is active. Some big speculators may not make a trade for weeks at a time, trading only when they think the price will have a big "swing"; that is, 10c to 20c either up or down.

Scalpers trade on fractional price changes. Some of the "other" professionals buy or sell when they think the price will change a few cents—semi-scalping, it might be called. Still others accumulate small or medium "lines," either long or short, say 25,000 to 100,000 bushels, with the expectation or hope of making several cents to 10c or 20c per bushel profit.

Big professional trading, that which has adversely advertised futures markets by reason of the publicity given to it by the daily papers, is done by a comparatively few wealthy speculators. During the last several

years there has been a growing sentiment against their activities.

This class of trading causes wide price fluctuations, though the effect on the average price may be comparatively small. As big lines are not rapidly accumulated—not usually—the market effect of buying or selling big lines may be gradual. This may also be the case when big lines are closed out, though there is likely to be some demonstration. It sometimes happens, however, that unforeseen conditions force big traders to close out their holdings quickly, or the speculators may become discouraged because prices do not do what was expected. In such cases the quick covering of a big line of short grain, or the "dumping" of big holdings of long stuff, may cause a few days' flurry.

"SPREADING" TRANSACTIONS.—"Spreading" between markets is to buy in one market and at the same time to sell in another, when the difference is greater than normal. In the money market it is the buying of bills of exchange in New York, for example, and at the same time selling in London or Paris. In the cotton market such a transaction is called a "straddle." The theory is, of course, that the difference between the two markets will soon return to normal.

In spreading between two grain markets not more than 1c to 5c a bushel profit is often expected, unless under extraordinary conditions. For that reason, the amount traded in is larger than in straight speculation. The markets most used for spreading purposes are Chicago, Minneapolis, Duluth, Winnipeg and Kansas City.

Local conditions may throw any one of these markets out of line with the others. For example, during the early winter wheat movement Chicago September wheat may be depressed to an unreasonable difference under Minneapolis by hedging sales and a flood of cash wheat. The latter being a spring wheat market, the crop begins to move several weeks later. Speculators who make a specialty of spreading will, provided spring wheat crop conditions are favorable, sell Minneapolis September and buy Chicago. When the difference narrows to somewhere near normal, they will "back-spread," i. e., reverse their trades and close their transactions. Yet they often miscalculate and take big losses instead of gains. At times a large amount of spreading is done between Chicago and Winnipeg, and considerable between Minneapolis and Winnipeg, and Minneapolis and Kansas City. Spreading is also done between different months between two markets, and between different months in the same market. The influence of spreading is beneficial, because it attempts to correct an abnormal price difference between two markets. Spreading also broadens the markets by increasing the volume of trading.



Lew Hill.



Chas. S. Weirick.



Harold D. O'Brien.



Otto P. Deluse.

Officers of the Lew Hill Grain Co., Indianapolis, Ind.

"THE PUBLIC."—By "the public" is meant persons not connected in a business way with the markets, who sometimes speculate, usually when their attention is attracted by a big advance in prices. The public, as the term is usually applied, means inexperienced persons who have no connection with the grain business.

During periods of quiet markets, the public is not a factor in the volume of trading, but in active bull markets caused by crop scares, for instance, public participation becomes an influence of importance. A striking instance of public interest in the wheat market was during the several months immediately following the breaking out of the war, when everybody wanted to buy wheat. An unsettled market for a time usually follows public participation in a large way.

**CONCLUSION.**—This completes the description of the three classes of traders whose operations make the futures markets. The fundamental purpose of such markets is to facilitate the marketing, storing and distributing of grain, and the operations of the mills. Speculation is primarily incidental to the hedging function of the market. When speculation takes precedence, the condition becomes abnormal, but the market soon rights itself again. It may be said that scalping and other speculative transactions in grain are not confined to the pit, for there are scalpers and speculators in cash grain also, and, in all other foodstuffs; for many months after the armistice was signed there was the greatest speculation and profiteering in all manner of foodstuffs not traded in on any exchange, including even canned goods

and vegetables, the world has ever known. And this occurred during a period when wheat trading on the exchange was not permitted.

The greatest beneficial effects of the futures markets, as a result of hedging (the making possible of which is the markets' chief function) are two. They are, the prevention of the monopoly of the cash grain business by a few powerful corporations, and the reduction of the cost of handling from the farmer to the miller or other manufacturer to a small margin as compared with the cost of handling other commodities.

It is generally conceded in the grain trade that small, weakly financed dealers would be crowded out by large concerns of great wealth, should future trading (and therefore hedging) be eliminated from the markets. The reason is that carrying stocks of un-hedged grain would require larger means and greater borrowing capacity than small firms possess.

The assertion is often made, and the writer has never heard it refuted, that the cost of handling wheat from the farmer's wagon to the mill door is lower, relatively, than the cost of handling any other raw material. The low cost is due to the hedging facilities afforded by the futures markets; for, by hedging and thus assuring themselves of small profits, line elevator companies, shippers in the western terminal markets, terminal elevator companies and milling companies are enabled to work on small margins. Without such protection, large margins of profit would be necessary, in order to guard against price fluctuations.—[Copyrighted.]

## Canadian Wheat Price Advanced.

During 1919 the price of wheat to Canadian farmers has remained by order of the Wheat Board at \$2.15, plus whatever profits may be distributed. This low price compared with the open market price in the United States, created much expressed dissatisfaction and on Dec. 29 the Board raised its price 50 cents a bushel in the following announcement:

That until further notice, the price of wheat to mills in Canada is fixed on the following basis, per bushel, viz: \$2.80 for No. 1 Manitoba northern and No. 1 Alberta red; \$2.70 for No. 1 durum, including 5¢ carrying charge on all these wheats in store public terminals Fort William and Port Arthur; and \$2.33 basis No. 1 spring, No. 1 white winter, and No. 1 red winter; \$2.31 basis No. 1 mixed Ontario and Quebec; \$2.27 No. 1 goose wheat; \$2.24 basis No. 1 commercial grade, each price including 5¢ carrying charge, and all in store Montreal; and \$2.25½ basis No. 1 British Columbia wheat, including 5¢ carrying charge, in store Canadian government elevator, Vancouver.

In order that the consuming public may have advantage of the supply of cheaper flours in the United States, permits will be issued for the import of the American product.

Canada already has marketed in foreign countries 48,379,315 bus. of this year's wheat crop.

**THE MEXICAN EMBARGO** against the export of important foodstuffs, especially corn, beans and Mexican cane sugar, has been raised, according to a report made Jan. 2 by the Mexican secretary of finance to the state department at Washington.

**EXPORTS** from Italy to the United States, besides requiring shipping papers, will now have to be accompanied by a draft payable in dollars before the products will be allowed to leave the country. To offset the severe hardship this would inflict on the American importers, who in many instances have financed the manufacture of the Italian goods, exceptional cases will be exempted from this ruling by the Ministry of the Treasury.

## Concrete Elevator and Ear Corn Storage at Farmersville, Ill.

The reduction of the fire hazard and waste and the barring of rodents, as well as the reduced expense for upkeep obtained thru the use of concrete in the construction of grain elevators continues to gain favor with the discriminating grain dealer.

One of the latest elevators to be added to the fireproof plants of Illinois is the 30,000 bu. reinforced concrete elevator recently completed at Farmersville, Ill., for the Co-Operative Elevator Co., at a cost of \$27,000.

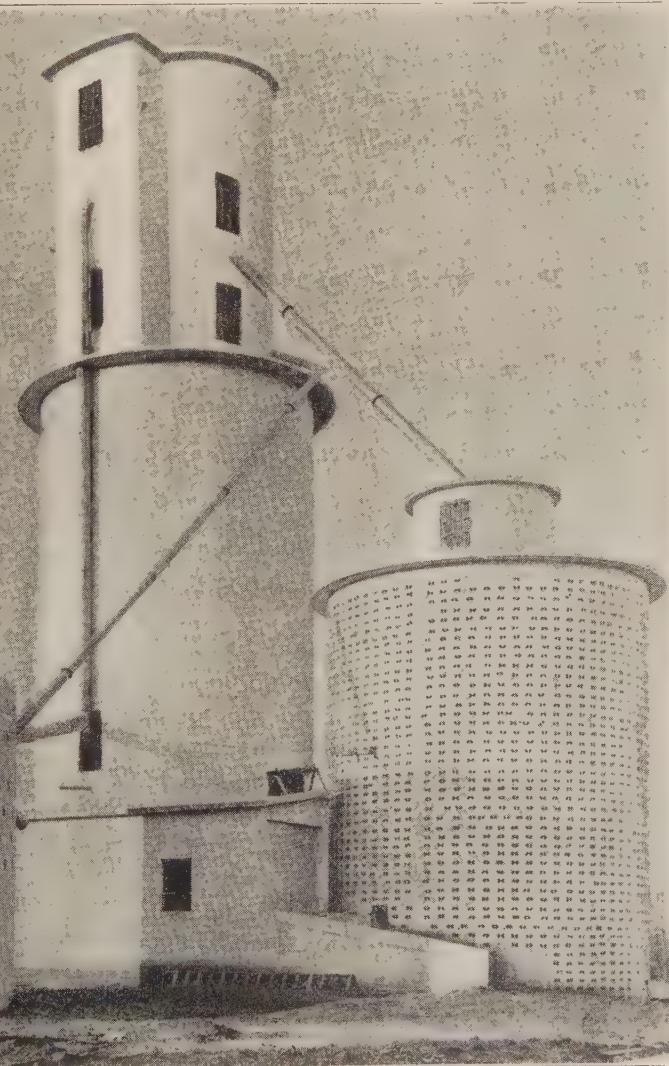
The elevator basement is 7' 6" deep and 30 ft. in diameter. The bins are 60 ft. deep and the cupola rises 32 ft. above them. The house contains two legs with concrete casing, steel boots and steel heads, a steel gravity loading spout, a Western Gyrating Cleaner, a Richardson Automatic Scale and a Western Sheller. The sheller in the basement is fed by a chain drag, which brings corn from the ear corn storage house outside.

The plant is lighted and propelled by electricity and each motor is equipped with silent chain drives. Wagons are unloaded by means of two Constant self-locking dumps.

The 10,000-bu. ear corn storage house is a real novelty, being circular in form and constructed of reinforced concrete. It is 40 ft. high and 30 ft. in diameter, surmounted by a cupola 9 ft. high and 12 ft. in diameter. The outside wall of the house, also the inside wall of the bins are perforated with building tile to provide ventilation. The inside walls of the 4 bins for ear corn are cylindrical well in the middle of the house. Ear corn is dropped into the bins thru spout from cupola of elevator and removed by chain drag. Ear corn can be loaded into cars or sent to sheller.

The concrete cob burner on the other side of the elevator is 18 ft. in diameter and 27 ft. high.

The plant was designed and supervised by Miller, Holbrook, Warren & Co.



Concrete Cob Burner, 30,000-bu. Elevator and 10,000-bu. Corn Storage Plant at Farmersville, Ill.

# The GRAIN DEALERS JOURNAL.

## 50,000 Bu. Concrete Elevator at Forbes, N. D.

The possibilities of reinforced concrete in the construction of a country elevator are well exemplified in the 50,000 bu. elevator at Forbes, N. Dak., designed and built for the Forbes Equity Exchange by the Hickok Construction Co. The accompanying plans show the bin arrangement, work floor space and equipment. The elevator structure is entirely of monolithic reinforced concrete construction, including all floors, roofs, pit hoppers and partitions. Legs and spouting are of steel, windows are steel sash with wire glass. The only wood is in the cleaning machines, the service and ground feed bins and in the short feed legs of the attrition mill. These items do not contain enough lumber, should it burn, to damage the concrete floor or walls, as all the reinforcing steel is covered with not less than  $\frac{1}{2}$  inch of concrete.

The walls of the driveway and office of the Forbes elevator are of tile, plastered with cement, the roofs and supporting beams are of monolithic concrete. The only wood used in this part of the building is in the heavy timber frame and deck of the dump scales and in the driveway floor, all slow burning construction. The office floor is of wood for necessary comfort. The office millwork and finish is also of wood.

The layout of the plant provides for all the conveniences and flexibility provided in the best types of wooden elevators. On the first floor is space for three cleaners and a car puller. Power for these machines is supplied by a 10 H. P. motor inverted and bolted to the ceiling. The work floor is extended on the track side, adding to the length of the floor and providing a look out bay for observing cars when moving them. A floor above the work floor provides space for a 20" attrition mill with service bin, feed bin, scalper and magnetic separator.

THE 20 BINS in the elevator all have self-cleaning hopper bottoms. Eight bins are of carload capacity and spouted to the cleaners, while grain from 4 bins of half carload capacity, above the mill floor can also be drawn to the cleaners by transfer spouts. In case it is desired to install the attrition mill in a separate building, the mill story can be used to great advantage for a cleaner.

Below the work floor are six cleaning pits, with total capacity of 1500 bu. One pit next to the track side is used to receive grain from cars, transferring to the legs with a conveyor. The large capacity of the pits make it possible to take care of the clean grain and screenings and at the same time receive and ship with only two stands of legs. Each of these legs has a capacity of 2000 bu. per hour. When shipping about 80 per cent of the capacity can be spouted to the legs for elevation without interfering with the cleaning pits.

The two wagon receiving pits have a capacity of 400 bu. each. A valve at the dump sink directs the grain to either pit.

The steel manlift drops below the first floor into the boot pit, making it convenient of access. The concrete pit walls run to the first floor so that a great deal of dust is kept from the boot pit.

The depth of the foundation slab, the bottom of the boot pit slab is about 18 ft. below the ground level and the height of the water level rises within three feet of the ground level at certain seasons. The water was readily controlled during construction by pumping, but the waterproofing was a problem. This part of the work was executed by the Permanent Ironite Waterproofing Co. Here there is a concrete basement with an external water pressure of 1000 lbs. per square foot in the boot pit and about 700 lbs. per square foot at the base of the 6 inch thick bins walls above the footing slab made perfectly watertight by a surface treatment.

DISTRIBUTION of the grain from the elevator heads in the cupola is made by a double

distributor by means of which with a single steel spout to each bin, grain is taken from either leg. A spout through the leg well is used for loading wagons in the driveway or by means of a two way valve grain is directed to a service bin over the attrition mill. So that a load to be ground can be elevated direct to the service bin. Feed can be sacked or delivered to the customer in bulk.

A 1500 bu. automatic scale on the cupola spouting floor weighs grain to car, or the grain can be weighed back into the elevator via the car spout and a back pit. In place of ladders a portable manhoist is provided for lowering a man into bins for inspection.

The elevator head drives consist of two 7½ H. P. motors reducing speed with silent chain drives to counter shafts, driving thence to the legs with steel roller chain. Back stops are provided, in case the electric current goes off, a leg will be prevented from backing up and choking, if loaded at the time.

The cupola is surmounted by a flag staff and the edge of the roof is provided with pipe railings.

The driveway is wide and inclosed to cover a four team, two abreast. The 26 ft. 10-ton scale is equipped to dump either wagons or auto trucks. In place of a trap door, grain runs through a steel grating. A scale bay projects 3 ft. into the driveway with windows on three sides and gives a full view of the scale platforms. A skylight in the concrete roof lights up the scale when the doors are closed. Three other steel sash windows are in the walls of the driveway. The approaches are of earth and gravel filled between concrete retaining walls which are surmounted by pipe railings.

THE OFFICES are 30 by 14 feet and divided into three rooms. The customers lobby is separated from the scale office by a counter and gate. The private office is partitioned off from the main office. The basement has a concrete floor and contains the office heating plant and a concrete vault.

In the equipment to be installed later is a dust collecting system. Elevators must be kept clean to avoid the dust explosion hazard and the most efficient way to do this is by means of a dust collection system with motor driven fans and collectors.

Forbes Equity Exchange is one of the old established farmers companies. Under good

management it has prospered, operating two elevators. One of these burned and the remaining elevator was quite inadequate for the large business. With commendable foresight the directors determined that the new elevator should not only be unburnable, but also large enough in bin capacity and working space to care for future needs and development in cleaning.

## Advantages of Concrete in Grain Elevator Construction.

BY J. E. HICKOK.

Hardly a day passes that a wooden elevator is not burned somewhere in the country. If the reported loss was large, we can be sure that grain was destroyed, that is food was destroyed.

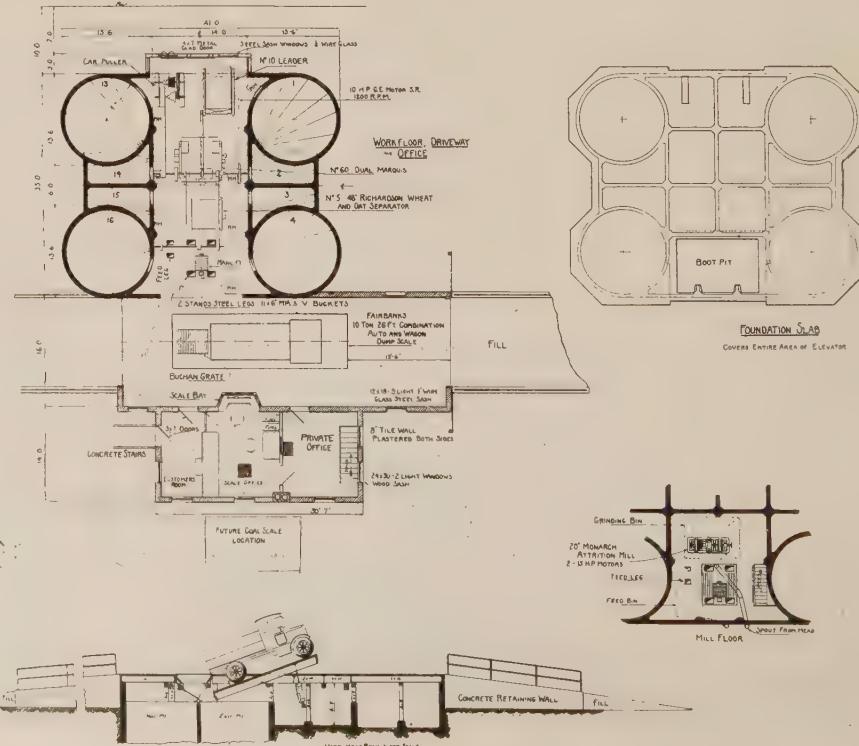
Why store and handle grain in burnable structures when the investment in a non-burnable structure will pay good dividends on the additional sum required over the cost of the wooden elevator or storage plant. The price of lumber for an elevator has nearly doubled the last year, and deliveries of lumber shipments are very slow.

Depreciation on an elevator built entirely of concrete is small while a 5% per year depreciation on the wood elevator is a conservative figure. The depreciation and upkeep of the machinery is much less in a concrete building owing to the solidity of the structural supports and the absence of vibration.

The safety afforded the business is a matter which each owner can decide for himself. The day is past when the elevator can be replaced in sixty days. It is exceptional to secure the delivery of lumber within that time. In past years almost immediate shipment could be depended upon from the lumber mills of northern Minnesota and Wisconsin. Now 90 per cent of the lumber must come from the Pacific coast.

There are plenty of uses for our diminishing lumber supplies other than for the construction of elevators which are peculiarly liable to combustion.

Reinforced concrete has proved to be the most flexible of all materials in the construction of grain elevators and storage tanks. It is claimed that 99% of the larger grain elevators and storage at the terminals and possibly 90% of all the fireproof country elevators



Work Floor, Foundation, Dump and Mill Floor Plans of 50,000-Bu. Concrete Elevator at Forbes, N. D.—[See facing page.]

# The GRAIN DEALERS JOURNAL.

ors are now being built of reinforced concrete. In certain parts of the structure, such as the exterior and partition walls of machinery floors brick or tile may be used. But where grain, earth or water pressures are to be resisted, reinforced concrete is the logical material.

Reinforced concrete can be used more economically in the construction of grain elevators and storage tanks, as the use of lumber for forms in these structures is a minimum and such lumber is available in any yard. The materials for the concrete structure can be assembled in less time than for the wooden elevator. No doubt before the building season is over there will be a great scarcity in building materials of all kinds, as the outlook for general building the country over seems to point to a bigger year than last year.

A recent fire in the concrete elevator of the Fruen Cereal Co. at Minneapolis, demonstrated the fire resisting qualities of concrete. On the first floor of this elevator were several attrition mills with wooden feed legs, sacking spouts, reels and conveyor boxes. The fire burned out the installation in one bay and the only damage was a slight spalling of the concrete over an area a few feet square, to a depth of less than  $\frac{1}{2}$  inch, resulting in no injury to the strength of the bin bottom slab. If, however, the bin bottom slab had been carried on exposed steel beams, the heat developed would have been sufficient to cause the steel to sag and very possibly collapse under the load.

## High and Low of 1919.

At Chicago during 1919 the following extreme quotations were made: No. 1 northern wheat, \$3.45 and \$2.26; No. 1 red wheat, \$2.85 and \$2.26.

Contract cash corn, \$2.10 and \$1.22; May delivery, \$1.83 1/4 and \$1.10 1/2.

Cash oats, 89 cents and 5  
livery  $85\frac{1}{2}$  and  $54\frac{1}{2}$

No. 2 rye \$1.82, and

No. 2 Rye, \$1.82, and  
Barley, \$1.68 and 70

Clover seed, \$53.10 and \$25 per 100 lbs.  
Timothy seed, \$12 and \$7.

## Barnes Plan for Food Relief in Central Europe.

Julius H. Barnes has a unique plan in mind for the distribution of food in central Europe. He intends getting around the troublesome problem of exchange, by getting the money in dollars before the goods are even shipped from the United States.

He explains that the drainage of war in Central Europe can not be replaced by a single harvest. Many persons here have not the means of payment for food and they must have food before the next harvest. The character and resources of these people justify us in helping them.

Mr. Barnes speaks also on how the work of the American Relief Commission under Hoover helped to stabilize conditions in Poland, Armenia and the surrounding countries. Now we can with the experience gained and the better conditions of European transportation and distributing channels distribute food with very little trouble and help stabilize Central Europe.

Within a week or ten days there will be for sale by members of the American Bankers' Ass'n \$10 drafts, the purchasers of which may send them to their relatives in central Europe. Upon the presentation of these drafts to the American warehouses which under Mr. Barnes' plan, are to be operated by the Grain Corporation, the holder will be given a 24 lb. sack of flour, ten lbs. of beans, besides canned milk, bacon and lard.

A profit of from \$1.50 to \$2 is expected to be made on each \$10 draft sold, on account of handling the products in carload lots. This will be used to feed the under-nourished children. The American Relief Com'ite operating in central Europe claim that it can feed a hungry child for one day on 5 cents.

Mr. Hoover says this help is sorely needed.

Flour is one of the products needed the most now in central Europe, and the Grain Commission will be able to dispose of much of its surplus flour at not a cent loss on the exchange.

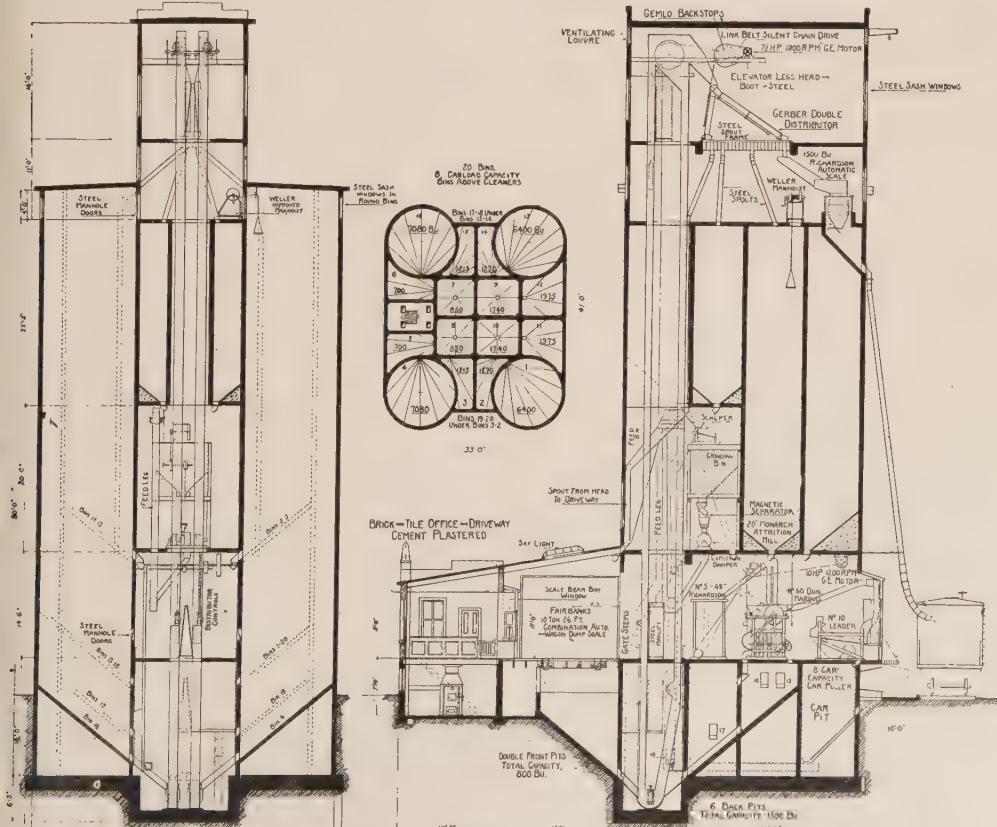
### Liability for Injury to Carpenter.

The Supreme Court of Illinois has decided against the Stephens Engineering Co. in its suit against the Industrial Commission to set aside an award of compensation to the widow of Ernest J. Thomas, who was killed while employed in making repairs at the elevator of the Cragin Elevator Co., Cragin, Ill.

A fire escape extended from the ground to the bin floor of the A house along the side of the building, and consisted of a ladder structure. At the time of the injury the deceased was employed on the bin floor of the house. This floor was about 75 feet from the ground. A doorway on the bin floor, about 6 feet wide and 8 feet high, opened through the outer wall near the fire escape. At the top of this doorway, near the center, a pulley fastened to a block carried a rope, used for the purpose of hauling up heavy articles from the ground to the bin floor. The landing of the fire escape was about 3 feet square, and was on a level with the doorway. It was surrounded by a railing. The roof of the building extended over the fire escape. In order to get onto the fire escape from the doorway of the bin floor it was necessary to go under this eave or around it by holding to the railing, which was  $2\frac{1}{2}$  feet from the edge of the door. There was a winding stair in the A house leading to the ground from the bin floor, which was not used, however, for the reason that it was not lighted. One method used to get up to and down from the bin floor was over a bridge into the B house and then down a stairway. This bridge was even with the bin floor. It took a few minutes longer to go by way of the bridge than by using the fire escape. There was evidence tending to show that the railing around the fire escape was not firm, one witness testifying that it moved from eight inches to a foot when he took hold of it. The testimony shows that both the fire escape and the bridge were used by the employees in leaving this building. It was a rule of plaintiff in error that at the close of the day every carpenter, before leaving the premises, should report at the timekeeper's office on the ground floor by giving to the timekeeper his name and number. On March 20, 1914, about 4:30 in the afternoon, the deceased attempted to descend from the bin floor by way of the fire escape, presumably to report at the timekeeper's office at the close of his day's work. There was no eyewitness to the accident, but it is fair to presume from the evidence that the deceased attempted to swing around onto the fire escape, and for some reason lost his balance and fell to the ground, seizing the rope in the pulley to save himself. After his injury he was taken to the hospital, where he died as a result of the injury on the 23d day of May, 1914.

The Stephens Engineering Co. supposed it was protected by a policy in the Casualty Co. of America, but after making payments of \$1,661 to the widow the casualty company went into liquidation.

The court said: There is testimony tending to establish that the employees of the plaintiff in error were in the habit of using the fire escape on the elevator as a means of descent from the bin room, and that such use was known to the plaintiff in error. There is also in the record evidence tending to show that the fire escape was a safe means of descent. It appears that the day's work of the deceased and other employees was not completed until they had descended from the bin room and turned in their names and numbers to the timekeeper. There is therefore evidence in the record tending to establish that the injury arose out of and in the course of the employment of the deceased, and the Industrial Commission was justified in so finding. 124 N. E. Rep. 869.



Cross Section and Longitudinal Section of 50,000-Bu. Concrete Elevator at Forbes, N. D.—[See facing page.]

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Clarksville, Ark.—Guy Love has bot the plant of the King Kolb Grain Co.

Little Rock, Ark.—The Daniel Grain Co. has filed articles of dissolution. I will use the firm name myself.—D. Daniel.

Fort Smith, Ark.—The Western Grain Co. has bot the plant of the Anheuser-Busch Co. for a consideration said to amount to \$6,000.

Hope, Ark.—The office of the Southern Grain & Produce Co. was recently entered by burglars who thoroly ransacked the elvtr. and office but secured nothing of value.

Ft. Smith, Ark.—We have just bot a large concrete warehouse and will operate it at once. James Davidson, formerly with the Hayes Grain & Commission Co., of Little Rock, is now associated with us.—Jno. A. Broadus, Broadus Brokerage Co.

## CANADA

Peace River Station, Alta.—The Clarke Elvtr. Co., Winnipeg, has bot land here and will if possible build a 60,000-bu. elvtr. If the plans are carried out, this will be the most northern elvtr. in America.

Edmonton, Alta.—Two large elvtrs. of the Western Canada Flour Mills Co., at this point, containing over 50,000 bushels of wheat, were burned Dec. 22, with a loss of \$150,000. The mill and the concrete elvtr. of the company were saved.

## WINNIPEG LETTER.

Winnipeg, Man.—J. Villardson, sec'y-treas. of the Security Elvtr. Co., Ltd., has been appointed vice-consul for Norway.

Winnipeg, Man.—The Grain Exchange did not celebrate the departure of 1919 as it has in days gone by when it has always seen the old year out in a blaze of fun and joy. This year the wheat market has been closed to trading and there was no particular charity in need so the pleasure was foregone.

W. R. Bawlf, F. N. McLaren, J. C. Gage and T. G. Thompson are the 4 new members appointed by the Grain Exchange on the Grain Survey Board, operating under the "Dominion Grain Act." The balance of the board, which consists of 13 members, is as follows: G. V. Hastings, G. R. Crowe, Wm. Herriatt, David Ham, W. A. Matheson, W. H. McWilliams, W. W. McMillian, W. L. Parrish and W. D. Young.

## COLORADO

Montrose, Colo.—I am not connected with the Olathe Elvtr., at Olathe, as mgr. as present but am with the Montrose Flour Milling Co. here.—L. F. Flower.

Craig, Colo.—I am now mgr. for the Farmers Milling & Elvtr. Co. We have no mill as yet but expect to install one before another crop.—S. F. Seick, mgr. Mr. Sieck succeeded G. W. Norvell as mgr.

Denver, Colo.—B. M. Hayward, formerly ass't chief grain sampler, of the Board of Trade at Kansas City, Mo., is now chief ass't inspector to E. J. Joerger, who has succeeded L. C. Hine, former chief grain inspector here.

Eads, Colo.—We operate the only elvtr. in this county, and are just getting equipped for business, having installed a 10-ton type registering beam dump scale, a 500-bu. hopper scale, burr mill, feed grinder, etc. We also have a large warehouse and an office. A. A. Neiman is proprietor, succeeding Neiman & Patton, and his son, L. G. Neiman, is mgr.—Eads Elvtr. & Milling Co.

## IDAHO

Burley, Ida.—The Manawa Grain Co. is out of business and has no successors.

Eylar, Ill.—The Saunemin Elvtr. Co. has completely overhauled its elvtr. here, putting in 2 large bins of 15,000 bus. capacity, building additional storage room, sheathing the house with iron siding and installing an automatic scale. The repairs cost about \$6,000.

Woodson, Ill.—We are building a feed room and have also put up a new fireproof engine room, installing 2 Y Type Fairbanks Engines. We are now handling in addition to grain, coal and salt, and will later add feeds and flour.—H. J. Hagan, mgr. Woodson Farmers Elvtr. Co.

Peoria, Ill.—J. M. Murphy, formerly buyer for the American Milling Co. and J. L. White, of G. C. McFadden & Co. have formed a new company at this market with offices in the Easton Building. The company will operate as the White Grain Co., with Mr. Murphy as pres. and Mr. White Sec'y.

Cairo, Ill.—The elvtr. of Thistlewood & Co. containing 40,000 bus. of oats burned Dec. 31. A spark from the motor in the cupola is given as the cause of the blaze. A large hay warehouse and its contents also went up in smoke. The entire loss amounting to \$75,000. The elvtr. will be rebuilt at once.

Lincoln, Ill.—Henry Holmes, for 30 years in the grain business in this vicinity, has retired and the firm of Holmes & Maurer has been dissolved by mutual consent. John Maurer has taken the elvtr. at Johnson Siding (Lincoln p. o.), and will operate in his own name, and Fred Mauren has bot the elvtr. at Broadwell and will operate it on his own account.

Hooperston, Ill.—The big frame elvtr. of the Illinois Lumber, Grain & Coal Co., containing 2,000 bus. of corn and 12,000 bus. of oats, burned at midnight, Dec. 17. The fire started outside the elvtr. but burned rapidly. The loss is placed at \$30,000; fully covered by insurance. The fire did not reach the grain but it was badly damaged by water. The house will be repaired if possible, if not it will be rebuilt. The machinery is so badly damaged that it is practically worthless.

Decatur, Ill.—Contract has been let for the construction of the first unit of a large elvtr. plant for Victor Dewein and Thurman A. Hamman. It will be 36 x 36 feet and 140 ft. high, of reinforced concrete and will cost \$75,000. It will have a capacity of 30,000 bus. and later, additional storage tanks will go up. The equipment will include a 1,000-bu. per hour corn drier, oats bleacher and all other up-to-date machinery, electrically driven. Both Mr. Dewein and Hamman will live here and will be joint mgrs. of the company.

## CHICAGO NOTES.

New members of the Board of Trade are Paul Gardner, Robt. D. Nevin and Jules S. Grant.

The annual assessment on members of the Board of Trade for 1920 has been fixed at \$150.

Board of Trade memberships are selling at \$10,250 net to buyer, including \$150 dues for 1920.

The rate of interest on advances for the month of January of the Board of Trade has been fixed at 6½%.

A. W. Binks, for years a well known character in the speculative market, died recently at La Grange and was interred at Somonauk, Ill.

Dave O'Connor, of Chicago, and James T. Wilson, of Oklahoma City, Okla., on Dec. 30 were expelled from membership in the Board of Trade.

John A. Rodgers, formerly of McKenna & Rodgers, which firm has been dissolved, has formed the firm of J. A. Rodgers & Co. to execute orders for future delivery on the floor of the Board of Trade.

Applications for membership in the Board of Trade have been made by C. A. Jennings, J. B. Ziegler, and R. J. Martin, and the memberships of E. M. Rollins, A. L. Rosener and Horace Block have been posted for transfer.

Members of the Board of Trade indulged in a pitched battle, at the close of the market, Dec. 31, using bags of grain, etc., as missiles of assault. No injuries, however, have been reported, tho the fun was fast and furious for 2 hours with a few intermissions.

Miss Coral Stewart, bookkeeper and cashier of the Williams Grain Co., decided that being held up in the office twice in the last 6 months was enuf, and when 2 husky young men entered the office and covered Mr. Williams with revolvers, Dec. 31, demanding the receipts for the day, she calmly stooped behind the counter, secured a revolver and began shooting, in the meantime stepping on the burglar alarm. The men ran but the glory is still Miss Coral's.

Taylorville, Ill.—I have taken over two of the elvtrs. of Twist Bros., the one here and the one at Callaway (Taylorville p. o.), and I shall operate as J. E. Larkin & Co. Until June, 1918, I was mgr. of one elvtr., at Clarksdale, for 36 years and 8 months. It changed hands several times, but I always went with the sale. I have been with Twist Bros. as mgr. since the date I mentioned and have had charge of 5 different elvtrs. for them.—J. E. Larkin.

The firm of McKenna & Rodgers has been dissolved, the new firm of McKenna & Dickey, formed by Edward P. McKenna and Luther S. Dickey, Jr., continuing to operate the elvtr. of the old firm at Matteson, Ill. A general grain receiving and shipping business will be conducted, Christopher Strasser, who has had sole charge of the consignment department of the old firm, continuing to act in the same capacity with the new firm. By an earnest devotion to the interests of its customers the firm has made many friends whose continued patronage is appreciated.

The Board of Trade Clearings for 1919 amounted to \$182,461,302, compared with \$85,504,466 for 1918. Grain cars inspected in 1919 were 147,866 against 187,581 in 1918. Flour and grain received bu., 314,846,000 for 1919 and 370,218,000 for 1918. Flour and grain shipped bu., 214,268,000 for 1919 and 212,827,000 for 1918. The total receipts of grain at this city were: 6,929,000 bus. of wheat; 65,894,000 bus. of corn; 88,929,000 bus. of oats; 7,885,000 bus. of rye and 25,980,000 bus. of barley. Shipments were: 61,903,000 bus. of wheat; 28,834,000 bus. of corn; 74,137,000 bus. of oats; 6,399,000 bus. of rye and 13,376,000 bus. of barley.

The annual election of the Board of Trade was held, Jan. 5, Leslie F. Gates and James J. Fones, were elected president and vice-president, respectively, both without opposition. The five directors elected out of a total of 8 for 3 years were: Joseph Simons, with a vote of 635; Wm. E. Hudson, with 609; Ed. L. McDowell 561, Ed. A. Doern, 532 and Leander L. Winters, with 495. The standing directors are: Emanuel F. Rosenbaum, Edward Andrew, George W. Hales, Adolph Kempner, Louis C. Brosseau, J. J. Bagley, James W. McCulloh, Joseph F. Lamy, and Wm. H. Lake. Charles H. Stone was elected unanimously to serve one year to fill out the unexpired term of John A. Bunnell, who resigned. The arbitration com'ite has 5 new members, who will serve two years each, Otto W. Glenk, Howard D. Murphy, Henry J. Rogers, Eugene Schifflin, and Robert W. Darcy. Harry C. Seymour will fill out the unexpired term of one year for Jones E. Henry, who resigned. Old members are Fred T. Bascom, Louis T. Sayre, Nicholas J. Brogan and Harry S. Klein. The appeals com'ite also elected 5 new members, Edward H. Birmingham, Frederick G. Winter, Harry S. Carroll, A. Duncan Pacaud and John A. Low, old members being John G. McCarthy, Earl M. Combs, C. Walter K. Hvale, Ross H. Kidston, and Harold C. Gifford.

## INDIANA

Cowan, Ind.—S. C. Herman is planning to build an elvtr. in the spring.

Union City, Ind.—H. W. Bowen is now mgr. for the Union City Elvtr. Co.

Dunreith, Ind.—Farmers are interested in building or buying an elvtr. at this point.

Terre Haute, Ind.—The Indiana-Illinois Elvtr. Co. has filed a preliminary certificate of dissolution.

Portland, Ind.—Nothing to the report that we are going to build here.—Geneva Elvtr. Co., Geneva.

Mexico, Ind.—The Mexico Elvtr. & L. S. Co. will install a motor as soon as power can be obtained.

Lizton, Ind.—C. O. Powell, who recently sold his elvtr. here, will spend the winter in St. Petersburg, Fla.

Bargersville, Ind.—The Amo Mill & Elvtr. Co. will build a 50,000-bu. elvtr. here. The house is to cost from \$20,000 to \$25,000.

Medora, Ind.—Bundy Bros. have bot the Puritan Flouring Mill plant and are now operating it in connection with the plant at Vallonia.

Blaine, Ind.—We have bot the elvtr. of the Blaine Equity Exchange, which corporation will be dissolved.—Stafford Grain Co., Portland.

Modoc, Ind.—Farmers Grain & Supply Co. incorporated; capital stock \$25,000; Granville Jones, B. C. Mendenhall and H. L. Lester, incorporators.

Winchester, Ind.—The Goodrich Bros. Hay & Grain Co. suffered a loss of about \$2,000 in its concrete elvtr. The fire started in the drier.

Stroh, Ind.—The Stroh Elvtr. Co. has installed a 40 h. p. feed grinder in its elvtr. and now uses 5 motors to run the equipment of the house.

Lawrenceburg, Ind.—The Lawrenceburg Roller Mills & Grain Co. spent \$10,000 in bonuses to its employees at Christmas. Each "service" man received \$20 extra.

Poneto, Ind.—The elvtr. of Arnold & Engler, which was moved to this point, from Petroleum, has been put on a new foundation, repaired and is now in operation.

New Castle, Ind.—Farmers here are organizing three co-operative elvtr. companies to build elvtrs. at Spiceland and Mt. Summit and to take over the house at Dunreith.

Thorntown, Ind.—The elvtr. of the Thorntown Grain Co. burned at 2:30 a. m., Jan. 7. Fire started in the basement; loss on building \$6,000; insurance \$12,000. Loss on grain \$18,000; insurance \$18,000.

Glenwood, Ind.—We will build a 15,000-bu. elvtr. and will equip it with a grinder, cleaner and sheller. We will use vitrified brick and will have a basement 70x22 ft.—J. T. Reed, sec'y Farmers Elvtr. Co.

Union Mills, Ind.—The Union Mills Shipping Ass'n has been incorporated with a capital stock of \$15,000, and has bot the elvtr. of Arden Hays, the price being \$7,000. Possession will be given Feb. 1. Arthur Glassman is sec'y and treas. of the company.

Walcottville, Ind.—The co-partnership existing between F. C. Wolfe and myself, junior partner, has been dissolved and I have become sole owner and operator of the elvtrs. and warehouses. I shall retain the old name, Walcottville Elvtr. Co.—Merritt G. Pierce.

Monon, Ind.—We have painted our elvtr. a bright red but haven't a grain of red spirits inside of it. We have recently replaced our gasoline engine with electric power. We expect to build a small feed storage house and a grinding room.—T. G. B., mgr. D. L. Brookie.

Bryant, Ind.—The Geneva Milling & Grain Co., of Geneva, have bot the 2 elvtrs. of J. J. Adams at this station and will operate them under the name of the Bryant Elvtr. Co. Adam Egly will be mgr. for the present. He is sec'y-treas. of the milling and grain company.

Ambia, Ind.—The Ambia Grain Co. is now rebuilding its elvtr. burned June 3, 1919. The new house is of vitrified tile and concrete and is to be fireproof in every way. An oil engine, Richardson Automatic Scale, steel legs, Western Sheller and Monitor Cleaner will be included in the equipment. Will be completed about June 1.

## INDIANAPOLIS LETTER

The New Year brot the incorporation of a new grain firm at this market, the Lew Hill Grain Co., with a capital stock of \$50,000. Lew Hill is pres. and gen. mgr. Chas. S. Weirick, vice-pres. and Harold O'Brien sec'y and ass't treas, with O. P. Deluse, treas. The offices of the new company will be in the Board of Trade Building.

The following have been elected to membership in the Indiana Grain Dealers Ass'n. La Fayette Corn Flour Mills, La Fayette, Ind.; Harley Linville, Blountsville, Ind.; Farmers Grain Co., Pershing, Ind.; P. W. Millikan Co., Messick, Ind.; McCordsville Grain Co., McCordsville, Ind.; and Huntington Equity Exchange Co., Huntington, Ind.—Chas. B. Riley, sec'y.

## IOWA

Gilmore City, Ia.—The Gilmore Grain & Elvtr. Co. is now operating our plant.—Mullen & Hunter.

Eldon, Ia.—The Farmers Co-operative Elvtr. Co. has been organized here. A. E. Veline is temporary sec'y.

Boyden, Ia.—I am now mgr. for the Quaker Oats Co. here.—W. I. Miller, formerly mgr. for the Bowles Kessler Grain Co. at Thor.

Stanwood, Ia.—The Quaker Oats Co. has built an up-to-date office at its plant.—J. P. Christianson, mgr. King-Wilder Grain Co.

Woodward, Ia.—The elvtr. of the Stokely Elvtr. Co. was out of commission for a few days, but will be in running order again soon.

Lanesboro, Ia.—P. A. Maars Singh has succeeded Geo. J. Streeter as mgr. for the Farmers Elvtr. Co. He was formerly mgr. for the Farmers Elvtr. Co. at Sergeant Bluffs.

Hampton, Ia.—O. O. McCaffree has been chosen mgr. of the Farmers Elvtr. Co., as successor to C. H. Scantlebury, who has bot an implement business. As mgr. of the Hampton-Kelley Canning Co. Mr. McCaffree has displayed marked business ability.

Edna, Ia.—As agent of the Quaker Oats Co. I have succeeded Mr. Harsh, who has gone into the grocery business in this place.—C. R. Griner.

Dixon, Ia.—We sold our elvtr. at this station to the new Co-operative Elvtr. Co., possession being given Jan. 2.—Rohlik & Goetsch, Donaheue, Ia.

Jamaica, Ia.—Garland & Towne are remodeling their elvtr. and installing new machinery. They expect to complete the work and to be in running order Feb. 1.

Dixon, Ia.—Dixon Co-operative Elvtr. Co. incorporated; capital stock \$30,000; incorporators Chris H. Rock, pres., Henry Steffen, vice-pres. and H. B. Rock, sec'y.

Randolph, Ia.—No elvtr. has burned here as reported. We are the only grain firm here, and will build a new warehouse and office as soon as weather permits.—Farmers Elvtr. Co.

Middletown, Ia.—The Farmers Co-operative Union has bot the elvtr. of the Middletown Elvtr. Co. and it will be operated by the Union under its old name. Maurice Otter will be mgr.

Irvington, Ia.—Farmers are interested in the organization of an elvtr. company and at a recent meeting appointed com'ites to look for a site, get prices on the elvtr. of Bedell Bros., etc.

Pioneer, Ia.—C. A. Black, who formerly operated an elvtr. here, but who has been in Colorado for the last 2 years, has returned to his "home town" and will again enter the grain trade.

Keokuk, Ia.—C. M. Hart has succeeded Donald McGrath as traffic mgr. for the Purity Oats Co., Mr. McGrath having been promoted to ass't mgr. of the Davenport plant of the company.

Fort Dodge, Ia.—Chet A. Bulpitt has become a partner in the Frank O'Hearn Grain Co. and will come to this city to live. For 7 years he has been connected with Lamson Bros. & Co. at Des Moines.

Estherville, Ia.—Jerome E. Steever, formerly a member of the Chicago Board of Trade and an officer in the aviation corps, has been appointed mgr. of the office here of Re Qua Bros., as successor to B. P. Greenfield.

Glidden, Ia.—The new elvtr. of A. P. Nelson will be started in the spring and will be of reinforced concrete construction, with a capacity of 65,000 bus. The main bldg. is to have 6 bins 14x65 ft. The house will cost \$27,500.

Marshalltown, Ia.—I have sold the elvtr. and grain business operated as Cook Bros. Grain Co. to J. B. Kopel and M. C. Roskopf, the sale including also the adjoining warehouses and the resident property at the rear.—A. A. Cook.

Atlantic, Ia.—A. Rothschild, for 2 years gen. manager of the Rothschild Grain Co., and in full charge of its elvtr. line in southeast Iowa, has resigned and will engage in the grain business with his cousin Emil, at Omaha, Neb. Frank Lenior will succeed Mr. Rothschild here.

Bouton, Ia.—We have completed our new office and installed a 10-ton truck scale under cover. The office has 2 rooms, the building being pebble dashed. We have also installed a Globe Auto Truck Dump in our elvtr.—C. A. Jenks, pres., Bouton Grain Co.

Thor, Ia.—I have bot the elvtr. of the Bowles Kessler Grain Co. here and have been operating it since Dec. 1. I have resigned my position as solicitor with Requa Bros. of Chicago. I had charge of their office at Estherville, Ia. Am operating in my own name.—B. P. Greenfield.

Pocahontas, Ia.—We have installed a Trapp Truck Dump, a Richardson Automatic Scale and a Fairbanks Morse 10-ton Truck Scale. We have also overhauled all the machinery and shafting in the two houses we own.—R. H. Patterson, sec'y-treas. Pocahontas Grain Co.

Marshalltown, Ia.—J. B. Kopel, who with M. C. Roskopf has just bot out the Cook Bros. Grain Co., formerly owned an elvtr. at Haverhill, selling it to the Farmers Elvtr. Co., May 15, 1919. He will move his family to this city. The firm will operate as Roskopf & Kopel.

Clearfield, Ia.—We have decided to build a steel and concrete elvtr., equipped with the most modern machinery. We are having the old hotel on the site we recently bot, removed and will build at once. We have put up a corn crib and are buying grain. We expect the house to cost about \$18,000.—R. H. Morey, pres. board of directors, Farmers Union.

# The GRAIN DEALERS JOURNAL.

Grundy Center, Ia.—Miss Lida Mutch and Horace R. Filkins were married at the bride's home, Dec. 30. Mr. Filkins, who is a representative of the J. V. Lauer Grain Co., of Milwaukee, Wis., will take his bride to Albert Lea, Minn., to live, that being his headquarters.

Davenport, Ia.—Work on the 14 new concrete grain tanks of the Purity Oats Co., branch of the American Hominy Co., is progressing rapidly. The tanks will be 100 feet high and will have a capacity of 300,000 bus. The company has also equipped a four-story brick building as a grain cleaning house. Donald McGrath, for 7 years with the company at Keokuk, is now ass't mgr. at this office, with Arthur J. Weber as mgr.

Struble, Ia.—Arthur Hendrickson, mgr. of the Farmers Elvtr. Co., who also had charge of the town lighting plant, was killed, Dec. 16. It is thought that he was trying to replace a belt on the fly wheel of the engine while it was running and in some way fell against the wheel. He was drawn into it and his body badly mangled, his head being crushed. He was alone at the time of the accident. He was 30 years old and is survived by a wife and 3 children.

Lytton, Ia.—Just as Rex McDonald drove his \$650 team of horses on to the dump in the elvtr. of the Farmers Elvtr. Co., something gave way and the horses fell thru the dump. One went to the bottom, about 10 feet, and was found to be slightly injured. It was rescued by tearing out the side of the grain pit and dragging it thru under the elvtr., but the other one became entangled in the harness and was so badly hurt that it died a few moments after being brot to the driveway floor.

## SIOUX CITY LETTER.

The International Milling Co. has bot the milling and elvtr. plant of the Mystic Milling Co. at this market.

On Jan. 1 the Slaughter-Burke Grain Co. took over the wires and correspondence of the Simon, Day Co., of Chicago, at this market.

W. G. McDougal, for many years connected with the Armour Grain Co., has severed his connection and is now treas. for the Associated Packing Co.

Sioux City, Ia.—E. E. Stalker is now mgr. of the track grain buying for the Terminal Elvtr. Co. He was formerly mgr. of the office of Simons, Day & Co.

The Sloan-Simmons Grain Co., of St. Joseph, Mo., will open an office in the Hubbell Bldg. with R. H. Holbrook, formerly with Lamson Bros. & Co., in charge.

Chet A. Bulpitt, connected with Lamson Bros. & Co. at this office for 7 years, will be a partner in the Frank O'Hearn Grain Co., at Fort Dodge. He will move to that city.

The Terminal Grain Corporation has issued a handsomely illustrated booklet of 20 pages describing the new elvtr. in detail and giving a schedule of elvtr. charges. Much other information on the growth of Sioux City as a grain market is given in this pamphlet which is in the style of a report to stockholders.

## DES MOINES LETTER.

The new Board of Trade will soon place 5 memberships on the market at the price of \$1,000 each.

M. Strom, H. L. Stakely and H. Lounsbury have made application for membership in the Board of Trade.

The Iowa Corn Products Co. has been incorporated here with a capital stock of \$1,000,000, with the privilege of raising it to \$2,000,000 later on. Officers are O. J. Meredith, pres., A. N. Higgins, vice-pres., R. B. McConologue, sec'y., F. T. Fogarty, treas. and Senator F. C. Cessna, chairman of the Board of Directors. It will start work on a new plant early in the spring.

## KANSAS

Kiowa, Kan.—J. H. Nichols & Son have sold their elvtr.

Montezuma, Kan.—I am with Junius Hillyer at present.—M. J. Long.

Leon, Kan.—John Getter has sold his interests in the Schwartz Grain Co.

Alton, Kan.—Fred Wood Gaunt, of the F. W. Gaunt Grain Co. is dead at the age of 54.

Minneola, Kan.—I am mgr. of the elvtr. of the Kansas Flour Mills Co.—E. F. Brown.

Roxel, Kan.—We contemplate building new coal sheds.—O. C. Glenn, mgr. Union Grain Co.

Little River, Kan.—The Burke Grain Co. contemplates the erection of grain storage tanks at its elvtr.

Hutchinson, Kan.—The new elvtr. of the Security Elvtr. Co. has been completed and is now in operation.

Salina, Kan.—The 8th annual meeting of the Farmers Co-operative Grain Dealers Ass'n will be held in this city Mar. 10, 11, and 12.

Ford, Kan.—Mr. Rogers succeeded me as mgr. for the Ford Co-operative Exchange.—M. J. Long, with Junius Hillyer, Montezuma.

Salina, Kan.—I am in the market for a bag closing machine, bags and burlap, car puller, feed mill, and grain tables for my new elvtr.—L. O. Baber.

St. John, Kan.—F. L. Horts is no longer mgr. for the Farmers Coal & Grain Co. here, having gone to Bloom, to manage the elvtr. of the Gould Grain Co.

Leavenworth, Kan.—Charles Shields, a grain buyer for the Kelly & Lyle Milling Co. for the last 27 years, died Dec. 23. He is survived by his wife and 3 children.

Morganville, Kan.—The Associated Mill & Elvtr. Co. will move the mill and elvtr. plant of the Clyde Milling Co., Clyde, Kan., recently purchased by them, to this city.

Cedar Rapids, Ia.—M. O. Stone has been appointed a grain inspector for the Quaker Oats Company here. Mr. Stone was formerly with the Farmers Elvtr. Co. at Grand Ridge, Ill.

Elkhart, Kan.—The mill and elvtr. of Cox & Blackburn is completed and ready for the machinery which has not arrived. S. H. Cox is mgr.—J. L. Davis, Elkhart Co-operative Equity Exchange.

Rock Creek, Kan.—Ed Hagen has bot the elvtr. of H. D. Harding, Mr. Harding now being associated with the W. H. Bartz & Co. of Des Moines. He will be vice-pres and mgr. of the firm's office at Topeka.

Delia, Kan.—H. E. Miller and myself have formed a partnership to operate the elvtr. here, that formerly was owned by the Derby Grain Co. of Topeka. We operate as the Delia Grain Co. with Mr. Miller as mgr.—M. Chamberlain, Beverly.

Arma, Kan.—L. A. Beck, mgr. of the elvtr. of the Kelso Grain Co., and Mrs. Beck were slightly injured when their automobile was struck by a slowly moving freight train, Dec. 30. The car was completely wrecked, but the occupants escaped with severe bruises. Mr. Beck did not see the train in the dark.

Topeka, Kan.—H. D. Harding, who formerly owned an elvtr. at Rock Creek, is now associated with W. H. Bartz & Co. of Des Moines and is vice-pres. and mgr. of the firm's office in this city in the New England Bldg. The company have bot a membership in the Board of Trade. Ralph Spier, formerly with the Wilser Grain Co., is ass't mgr.

Hutchinson, Kan.—The following agreement was made at a conference, Dec. 22, between members of the Board of Trade and officials of 3 railroad companies: Cars loaded with grain, bulletined in the morning of one day, can be inspected, graded, reconsigned and started to final destination, by the next day. Ass't State Grain Inspector Betton, of Kansas City, represented the grain inspection department at the meeting.

Bouton, Ia.—J. B. O'Malley, owner of the O'Malley Elvtr., has brot suit against Chas. Young asking a judgment for \$425 for his alleged failure to fulfill a contract made Oct. 20, to deliver 2,500 bus. of corn at the elvtr. at \$1.10 per bu. Relying on the contract, Mr. O'Malley is said to have sold the corn for future delivery and to have suffered a loss of 17c per bu. or \$425. A writ of attachment was issued Dec. 30 covering the property rights, etc., of the defendant. It is also said that suits of the same kind will be brot against J. H. Thompson and M. E. Vanlaningham.

Atchison, Kan.—Mrs. Chester L. Weekes, wife of Pres. Weekes of the Weekes Grain Co., died at 4:30 a. m., Dec. 28, from the effects of being badly burned, Nov. 30. She was standing with her back to an open gas fire and the flames caught her dress. Mrs. Weekes realized her danger and ran out of the house extinguishing the flames in the snow, but the exposure and the burns caused complications resulting in her death. She is survived by her husband and 4 children, the youngest being a baby 9 weeks old.

Atchison, Kan.—The Blair Elvtr. Corporation incorporated with a capital stock of \$750,000 includes the Blair Elvtr. Co. The incorporators are W. A. Blair, J. W. Blair, James W. Orr, C. H. Blanke and C. W. Yount. A new reinforced concrete elvtr. will be built on land recently purchased south of the Santa Fe track west of Omaha Junction. The big elvtr. will have 36 big storage tanks, the size of the 10 tanks in the present Blair Elvtr. and will have a capacity of 1,000,000 bush. This, added to the present plant, will give the new company about 1,300,000 bus. of storage capacity. Work of construction will start early in the spring, it was announced.

## WICHITA LETTER.

The Wichita Grain Co. and the Evans Williams Grain Co. are no longer members of the Board of Trade.

The membership of W. J. Anderson in the Board of Trade has been posted for transfer to Geo. Koch.—R. B. Waltermire, sec'y.

The 23d annual convention of the Kansas Grain Dealers Ass'n will be held in this city, May 26, 27 and 28.—E. J. Smiley, sec'y.

The directors of the Board of Trade have negotiated a lease and will take over the whole 7th floor of a new building to be put up by the Wheeler-Kelly & Hagny Investment Co. It is to be ready for occupancy by Jan. 1, 1921.

## KENTUCKY

Louisville, Ky.—On Jan. 1 the grain business established many years ago by Sebastian Zorn and conducted by him up to the time of his death, Dec. 15, became a corporation under the style of S. Zorn & Co., the business heretofore having been a partnership. The new corporation will have a capital stock of \$200,000 and will run for 50 years unless dissolved. Incorporators are: Thomas G. Williams, Garnett S. Zorn and Harry S. Volz. The limit of liabilities was fixed at \$1,000,000.

Owensboro, Ky.—The elvtr. of C. W. Bransford, containing 11,000 bus. of wheat, was saved after many hours of hard work, when the mill building adjacent burned. The fire started at 6 p. m., Dec. 26, on the 2d floor of the mill. A live wire set fire to some oats and the blaze spread to oil spilt near the machines. The total loss is placed at about \$10,000, covered by insurance amounting to \$12,000. The mill was built in 1878 and has been operated by Mr. Bransford since 1887. About 50 tons of mixed feed in the basement were water soaked.

## LOUISIANA

Crowley, La.—The clean rice warehouse of the American Mills, owned by T. B. and C. J. Freeland, collapsed recently because of the weight of the rice stored in it. It was a larger quantity than usual, owing to the fact that delays in receiving cars had made it impossible to ship it out.

## MARYLAND

### BALTIMORE LETTER.

Harry W. Saxton, pres. of Thos. H. White & Co., and for many years a member of the Commercial Exchange, is dead.

Wm. H. Shears, W. W. Tingle, and W. Howard Poffel, have been posted as applicants for membership in the Chamber of Commerce.

The annual election of 5 members of the directors of the Chamber of Commerce will be held Jan. 26, and the new directors, with the 10 old ones, will meet Jan. 28 to appoint the president. President Hayward is at present regarded as the only candidate for the office.

## MICHIGAN

Quincy, Mich.—Farmers are interested in the organization of an elvtr. company here.

Rockford, Mich.—Farmers are interested in the organization of a company here.

Fowlerville, Mich.—Farmers are organizing an elvtr. company to buy the elvtr. of F. G. Reunsville.

Port Huron, Mich.—The Huron Feed & Supply Co., incorporated; capital stock, \$30,000; A. L. Chamberlain, E. C. Holmes, H. D. Jeffords and others, incorporators.

Marquette, Mich.—The Farmers Co-operative Elvtr. Co. purchased a Hall Signaling Distributor for its elvtr.

Cedar Springs, Mich.—Farmers are organizing an elvtr. company and plans for a new use will soon be completed.

Coopersville, Mich.—We will remodel our elvtr. in the spring.—Paul Hahn, gen. mgr. Coopersville Co-operative Elvtr. Co.

Portland, Mich.—A new company will take over the elvtr. of the Farmers Elvtr. Co. in a few days. Frank W. Poyer will be pres.

Romeo, Mich.—The Romeo Milling & Elvtr. Co. has elected new officers: Pres. Wm. Bell; vice-pres., E. J. Eckley; sec'y, J. Freist andreas. and mgr. B. L. Chubb.

Britton, Mich.—J. J. Walper and B. T. Craig, formerly mgr. for the Farmers Co-operative Grain & Produce Co., Blissfield, have bot the elvtr. of the Co-operative Ass'n of Tecumseh. will be mgr.—B. T. Craig.

Decatur, Mich.—We are going to build an elevator of vitrified tile with a 15,000 bu. capacity, equipped with automatic and dump scales, two motors and cleaning machinery.—Decatur Co-operative Ass'n. Mgr. F. D. Adams.

Henderson, Mich.—The recently incorporated Co-operative Elvtr. Co. has made many improvements in the elvtr. purchased last June and will make more later on. J. W. White is mgr. of the company.—John T. Bridwell, Bkp. Henderson Co-operative Elvtr. Co.

Allegan, Mich.—L. A. Holley, of Plainwell, and Guy Miller of this city, have bot the interest of A. Kolvoord in the Allegan Milling Co. Kolvoord has owned the business for 26 years and has decided to retire. He will keep his interest in the plant at Hamilton but will live here.

Jackson, Mich.—R. F. Myers and L. E. Marshall, recently with the Stockbridge Elvtr. Co. this city, have purchased the wholesale grain business of Willis E. Shelden and will conduct the business under the name of the Myers-Marshall Grain Co. The business will be confined to the buying and selling of all kinds of grain carlots only. Mr. Shelden has left for California where he expects to engage in the grain business and hopes that the climate in that state will be more agreeable to his health than Michigan.—Myers-Marshall Grain Co.

Three Rivers, Mich.—A. W. Potter, owner of the Potter Mill & Elvtr. which was burned Dec. 1918, has just been found guilty. It was reported at the time that the fire was due to spontaneous combustion but the state fire marshal became suspicious and a thoro probing of the matter began, with the result that Potter was held. Later F. Summerfield, of Chicago and B. G. Ardon, of Detroit, insurance adjusters, and Potter were charged with conspiracy to burn the house. Potter was tried on the first charge and the trial of the others will be taken up, it is thot, during the next term of court.

#### GRAND RAPIDS LETTER.

Grand Rapids, Mich.—Chas. F. Bartlett Co., incorporated; capital stock, \$50,000; incorporators and officers are pres., Chas. F. Bartlett; vice-pres., A. H. Bartlett and sec'y-treas., Claude M. Loomis. The company has its office and warehouses here and an elvtr. at Carland.

The Michigan Gleaners Society has bot the interests of Armour & Co., in this state, including the plants, etc., of the Lewellyn Bean Co., in which the Armour Company had a half interest. The combined facilities of the Gleaners now include the Lewellyn Elvtr. in this city and elvtrs. and warehouses in Detroit, Big Rapids, and Scottville, and many local elvtrs. throughout the state. The Gleaners Holding Co., capitalized at \$1,000,000, does all the buying of the company. The Gleaners Clearing Co., to which outside business is handled, will have its offices to this city and the Gleaners Corporation owns and operates the terminals. has a capital stock of \$600,000 preferred and 100,000 common. The principal office of the Co. will be in this city. Fred W. Lewellyn is pres. and gen. mgr. of the corporation. Grant Coom will be pres. of the holding company and Nathan F. Simpson will be in charge of organization.

#### MINNESOTA

Monterey, Minn.—The Farmers Elvtr. Co. which was recently dissolved will be reorganized on the co-operative basis.

Pennock, Minn.—The Farmers Elvtr. Co. will build an elvtr. in the spring.

Bagley, Minn.—The Clearwater County Co-operative Produce Ass'n has built a 2 story addition to the elvtr. 32x40 ft., which will be used as a store room and warehouse.

Mankato, Minn.—The elvtrs. of Byrnes Bros. and C. A. Nachbar have been entered a number of times by thieves and corn stolen. Police are watching the elvtrs. in an endeavor to find out just who is doing the work.

Walnut Grove, Minn.—A. A. Swanson is now mgr. for the Farmers Elvtr. Co., being formerly with the Farmers Elvtr. Co. at Dotson. The company here will tear down one of its elvtrs. and will build a new coal house in the spring.

Litchfield, Minn.—We have just completed our corn elvtr. and have everything up-to-date. The crib is hopped to the cement floor and with the drags, we have no shoveling to do. We have a 10-h.p. motor for the elevating of the corn to the crib and one 25 h.p. motor for the sheller and drags. We have lined the crib with galvanized steel netting,  $\frac{1}{4}$  in. mesh. It has a capacity of 4,000 bu.—E. E. Evenson, mgr., Independent Co-operative Elvtr. Co.

#### MINNEAPOLIS LETTER.

The Milwaukee Elvtr. Co. has moved its office in this city to the Flour Exchange Bldg.

The membership in the Chamber of Commerce of Fred Hallberg has been transferred to B. J. Dodge.

Table telephones are being installed on the floor of the Chamber of Commerce, so that direct connection can be had with all offices.

We will hold our convention in this city with headquarters at the West Hotel, Feb. 17, 18 and 19.—A. F. Nelson, sec'y Farmers Grain Dealers Ass'n of Minnesota.

Geo. W. Brush, for many years in the grain business at this market and a former member of the Chamber of Commerce, died at the home of his son in Philadelphia, on New Year's Day. He will be buried in Winona his old home in the spring.

#### DULUTH LETTER.

Duluth, Minn.—Grover C. Wilson, J. W. Higby and H. F. Crofton have been elected members of the Board of Trade.

The Board of Trade celebrated the closing of the old year by clearing the floor and holding a dance in the trading room. Music was furnished by an orchestra engaged for the occasion.

Harry J. Clifton, G. W. Higby, F. H. McCarthy, and G. C. Wilson, have been admitted to membership in the Board of Trade. The memberships transferred are J. A. Todd, Geo. F. Foster, S. C. Harris and Geo. Spaulding.—Chas. F. Macdonald, sec'y.

H. E. Salyards, J. W. Galvin, G. H. Spence, W. J. McCabe, G. G. Barnum, M. L. Jenks and E. N. Bradley have been nominated as directors for the Board of Trade for the ensuing year. The election is being held today. The officers whose terms expire are Pres. B. Stockman, Vice-Pres. H. J. Salyards, Directors G. G. Barnum, Jr., H. S. Newell and C. T. Mears, Board of Arbitration, G. G. Barnum and E. S. Ferguson, Board of Appeals; Thomas Gibson, F. E. Lindahl and H. J. LaBree; Com'ite on Inspection, J. F. McCarthy, M. M. McCabe, A. M. Prime, C. F. Haley and H. A. Starkey.

#### MISSOURI

Archie, Mo.—The new elvtr. of the Farmers Elvtr. Co. is now in operation.

La Due, Mo.—The La Due Grain & Supply Co. has just completed an iron clad warehouse.

Garden City, Mo.—The Farmers Elvtr., Production & Supply Co. has doubled its capital stock.

Laddonia, Mo.—I am now mgr. for the Farmers Elvtr. Co., succeeding N. S. Fletcher.—F. R. Wyatt.

Guildford, Mo.—D. D. Henderson has succeeded the Shannon Grain Co., having bot the company's elvtr.

De Soto, Mo.—The Farmers Co-operative Mill & Elvtr. Co. has completed its plant and it is now in operation.

Deepwater, Mo.—I have sold my elvtr. to the Mann Grain Co.—Chas. M. Farrer, prop. Deepwater Mill & Elvtr. Co.

Martinsburg, Mo.—Ed Sandbothe whose elvtr. and warehouses burned last September, has not rebuilt them and is out of the grain business at present.

Sturgeon, Mo.—Mansell Sims and G. Gulick have bot the elvtr. of the Keith Grain Co., owned by W. F. Keith.

Dexter, Mo.—E. C. Wilson is now mgr. for us at this point.—Scott County Milling Co. He will succeed W. T. Bowman.

Jamesport, Mo.—Farmers Mill & Elvtr. Co., incorporated; capital stock \$16,000; incorporated by I. N. and D. H. Hill, Will Mean, and others.

Malden, Mo.—Matthews & Stubblefield lost their plant a few days ago by fire and will probably rebuild at once.—Scott County Milling Co., Dexter.

Cape Girardeau, Mo.—The Cape Girardeau Hay & Grain Co., J. C. Edwards, and O. C. Noland are three new firms here with offices in the 1st Natl. Bank Bldg.

Eldon, Mo.—Co-operative Ass'n, No. 16, is the new name for the Farmers Mill & Elvtr. Co. The ass'n has been incorporated with a capital stock of \$10,000. W. H. Austin is mgr.

Trenton, Mo.—The Marlin Grain Co. will build an elvtr. next summer. It has bot the old ice plant and will use it until a new office to replace the one recently burned can be built.

Heagy (Bell City p. o.), Mo.—We have just completed a 12,000-bu. corn elvtr. of frame construction, 72x26 ft. We have 2 light bins, and 6 slated for handling ear corn, so arranged that additions can be put onto same at a small cost. The machinery was designed and built by the Hart Grain Weigher Co. and the house is equipped with Fairbanks Morse Dump Wagon Scales, and automatic 2½ bu. scale for weighing shelled corn and wheat, gravity drop from automatic scale to R. R. car, gasoline or steam power, and a corn sheller, No. 2 Elevator electric lighted with Delco plant. Situated in Standard Co. on St. Louis & Southwestern R. R. We own 1,900 acres land at and adjoining Heagy, which we are developing as fast as possible. We built this elvtr. to take care of our own needs. We are farming ourselves and have in crop about 900 acres. The elvtr. is located on our own land and R. R. spur. We expect to handle some corn and wheat in season of 1920 of our own and neighbors.—Welman Bros. Land & Development Co., by H. E. Welman.

#### ST. JOSEPH LETTER.

The membership of M. H. Gillette has been posted for transfer to D. L. Willis. The membership of Geo. E. Newman is also posted for transfer.

W. F. Shephard, who has been with the Merriam-Millard Commission Co., at Sioux Falls, S. D., is now with the Sloan-Simmons Grain Co. of this city.

The Public Elvtr. Co. has let contract for a 1,000,000-bu. elvtr. to cost \$200,000. Work will be started as soon as piling for the foundations arrive. The house will be of reinforced concrete.

#### KANSAS CITY LETTER.

The Atlas Milling Co. will succeed the Atlas Cereal Co.

Henry Lichtig & Co. have moved their offices to the Board of Trade Bldg.

Carroll C. Ragan has been admitted to the Board of Trade on a treasury membership.

Thos. F. Knight, formerly with the Bruce Bros. Grain Co., is now with the Hippie Grain Co.

"Tod" Sloan, as he is best known to the trade, otherwise W. M. Sloan, has become associated with B. C. Christopher & Co.

A descending grain scoop struck Dan. D. Haney, employed in the elvtr. of the Norris Grain Co., on the head, killing him instantly.

B. M. Hayward, who has been chief ass't grain sampler on the Board of Trade, has resigned and is now chief ass't inspector of the Denver Grain Exchange.

James E. Bennett, Wm. R. Cunningham, Harry J. Kaull, R. W. Sampson, Wm. M. Sloan and Eugene Klecan have applied for treasury memberships on the Board of Trade.

Walter F. Izzard has succeeded R. B. Long as mgr. for Bartlett Frazier Co. of Chicago, at this market and Mr. Long's membership has been posted on the Board of Trade for transfer to Mr. Izzard.

I have accepted a position as supt. of the new 700,000-bu. terminal elvtr. of the Sperry Flour Mills Co. at Ogden, Utah, and will move to that city.—J. H. Roennfeldt, formerly supt. K. C. S. Elvtr. operated by the Norris Grain Co.

# The GRAIN DEALERS JOURNAL.

We opened our office in the Board of Trade Bldg., Jan. 1. W. D. Smith is ass't mgr. and 1 am mgr.—J. W. Whyte, Smith Whyte Grain Co.

The supporters of the amendment to increase the treasury price of memberships in the Board of Trade to \$20,000, were defeated by a vote of 73 to 79 against it, Jan. 3.

A charge of 90c a car for obtaining samples of grain and making separations will be made in future by the sampling dept. of the Board of Trade. Without separation, it will cost 50c a car per sample.

Freeman Field will be in charge of the branch office of James E. Bennett & Co., which will be opened soon on Baltimore Ave. That will give the company 2 offices here, the main one being in the Board of Trade Bldg. under the management of Tracy L. Cockle.

The maximum on commission charges for handling cash grain was abolished by a vote of the members of the Board of Trade, Dec. 30. Commission for selling or buying will continue to be 1% of value for non members and 1/4 of 1% for members. The minimum of 1c a bu. still stands.

Frank G. Crowell, who was recently married, has received as a wedding present, a silver table service, from Julius H. Barnes and the vice-pres. of the U. S. Grain Corporation. Mr. Crowell served as 1st. vice-pres. of the Food Administration Grain Corporation until July 1st last. He is a member of the Hall-Baker Grain Co.

The Cunningham-Graham Grain Co. will soon open offices at this market. While it is a new firm, both members are well known to the grain trade. W. R. Cunningham, pres., is from Molland, Kan., but was connected with the J. Poor Grain Co. at this market 20 years ago. He has also been engaged in the grain business at Denver, Colo. B. S. Graham, an elvtr. operator at Ulrich, Mo., is the vice-pres. and gen. mgr. Miss Irene Canterbury, formerly with the B. F. Hargis Grain Co., is also with the company which is capitalized at \$50,000.

The annual election of the Board of Trade held Jan. 6 was a quiet one, there being little opposition. The following are the officers for 1920: F. C. Vincent was pres.; B. L. Hargis automatically became first vice-pres. The members receiving the highest number of votes for directors were: J. L. Morgan, Frank B. Clay, H. C. Gamage, E. E. Roahen, John Fennelly and J. A. Theis. The Arbitration Com'ite for this year includes E. E. Emmons, W. G. Hoover, F. L. Bidell, W. O. Brackett, and Fred W. Lake. The new directors of the Kansas City Grain Clearing Co. are F. G. Crowell, Harold F. Spencer and W. C. Goffe.

## ST. LOUIS LETTER.

Paul C. Knowlton has bot the membership of C. J. Hannebrink and Wm. Christy, that of G. Breaux.

Applications for membership in the Merchants Exchange have been made by Wm. Christie, E. S. Rosenbaum and Sim Fernandez.

Maney G. Richmond has been elected pres. of the Fruit & Produce Trade Ass'n. Mr. Richmond is a former pres. of the Merchants Exchange.

The usual "rough house" on the Merchants Exchange was not visible on the last day of the year, the directors having previously posted a notice that "foot balls and fireworks" were to be eliminated.

Employees in Sec'y Eugene Smith's office are all grateful to the directors of the exchange who played Santa Claus and brot them a 20% raise in salary, dating from July 1st. of last year. Pres. Andrews gave each of them a 50-lb. bag of flour which in these days of H. C. L. helps a lot. Employees in the Traffic Department were given the same increase in salary. Supt. of Weights, John Dower's office force also received increased salaries.

The following are the results of the annual election of the Merchants Exchange held Jan. 7: Pres., Charles L. Niemeier; 1st Vice-Pres., Harry H. Langenberg; 2 Vice-Pres., George F. Powell; Directors for 2 years: E. C. Andrews, Samuel Plant, John H. Herron, Joseph L. Frederick, and Wallace E. Stewart; Com'ite of Appeals: Geo. L. Kelley, C. J. Phillips, Sam T. Marshall, J. F. Albrecht, Ed. F. Catlin, A. H. Beardsley, B. F. Jostes, Eugene C. Dreyer, Zeb. P. Owings, Turner B. Morton, L. A. Cooksey, and Eugene J. Gissler; Com'ite of Arbitration: J. Paul Berger, Boyd S. Lusk, James M. Fuller, T. Maurice Scott, B. J. McCauley, Geo. C. Martin, Jr., Clifford Cornelius, John H. Caldwell, R. R. De Armond, and W. T. Brooking.

Minor changes for the delivery of grain on track contained in an amendment to the rules of the Merchants Exchange, were recently adopted by the unanimous vote of the exchange.

D. J. Kent has applied for membership in the Merchants Exchange, on transfer of the membership of Max. M. Patton which he recently bot. Mr. Kent is with Taylor & Patton, Des Moines, Ia.

## MONTANA

Clyde Park, Mont.—J. H. McKiernan is now mgr. of our house here.—D. H. Cameron, mgr. Park County Milling Co., Livingston, Mont.

Whitetail, Mont.—C. W. Truesdell is agrt. for the Montana & Dakota Grain Co., and I am mgr. for the Occident Elvtr. Co.—W. A. Clarke.

Livingston, Mont.—We will remodel our elvtr. this year and will increase our mill capacity to 350 bbls. We are now operating as the Park County Milling Co., not as the Park Milling Co.—D. H. Cameron, mgr.

Ashuelot, Mont.—M. L. O'Neil has filed suit against the Montana Elvtr. Co. for the return of 223.20 bus. of wheat alleged to have been delivered to the elvtr. here in 1916, or a judgment of \$426.31 is asked for. The plaintiff asserts that he delivered 600 bus. of wheat to the company's elvtr. between Oct. 1 and Nov. 14, 1916, receiving storage tickets for the deposit. On the latter date, according to the complaint, he demanded delivery and was asked to accept temporarily duplicate storage tickets for 223.20 bus. The request was made, he points out, for the reason that discrepancies in the elvtr. mgr.'s accounts were suspected and the company asked for a reasonable length of time in which to make an investigation.

## NEBRASKA

Burr, Neb.—E. A. Sillman is now mgr. of the Farmers Elvtr. Co. at this station.

Ansley, Neb.—The Ansley Milling & Grain Co. incorporated; capital stock, \$100,000.

Atlanta, Neb.—The Atlanta Equity Exchange is making improvements in its elvtr.

Riverdale, Neb.—Henry Fiddleke is now mgr. of elvtr. for the Ed Gould Land & Cattle Co.

Martel, Neb.—We have increased our capital stock to \$25,000.—Farmers Elvtr. & Trading Co.

Everson, Neb.—I am still operating the elvtr. here, altho I sold the one at Alma.—V. Snyder.

Giltner, Neb.—The Farmers Elvtr. Co. plan to add seeds and flour to the business in the spring.

Crete, Neb.—I sold my elvtr. at Rockford to L. O. Ryle, and I am now selling Fords, here.—S. J. Douglas.

St. Paul, Neb.—I am mgr. for the Gooch Milling & Elvtr. Co. at this point, succeeding G. H. Bacon—F. C. Moses.

Hickman, Neb.—Ren Palmer has left the employ of Sam Liesveld, at this station and has gone to Cedar Rapids.—B.

Swedeburg, Neb.—The Farmers Union Co-operative Ass'n has installed a Richardson Automatic Scale in its elvtr.

Mapps (York p. o.), Neb.—I have succeeded O. W. Miller as mgr. and am sec'y of the Farmers Elvtr. Co. here—J. R. Brock.

David City, Neb.—I have succeeded P. Van derheiden, who resigned, as mgr. for the Farmers Co-operative Grain Co.—H. D. Treadway.

Alvo, Neb.—I am now mgr. for the Farmers Union Co-operative Elvtr. Co. here.—Ed Strommer. Mr. Strommer succeeded W. L. Hand.

Bruning, Neb.—M. A. Osborn, mgr. for the Farmers Union Co. at this station, has resigned, but will remain until his successor has been selected.

Clarkson, Neb.—F. V. Uridel has succeeded me as mgr. here. I have been mgr. for the company since 1890, or 29 years.—A. Dusatko, formerly mgr. for the Crowell Lumber & Grain Co.

Hickman, Neb.—The elvtr. of J. G. Norcross, of Beatrice, containing 6,000 bus. of corn and 2,000 bus. of oats, burned at 4 a. m., Dec. 24. The fire started in the oil house, a small building near the elvtr., and spread to the house. As there is no water or fire apparatus in the town, nothing could be done to save the building. Loss \$50,000, partially covered by insurance. The elvtr. will be rebuilt as soon as the insurance can be adjusted.

Bertrand, Neb.—I am not buying grain now and will be out of the business.—Ed McHugh formerly agrt. for the Bodman-McConaugh Grain Co.

Grand Island, Neb.—We have just completed our new 35,000-bu. salt glazed vitrified tile elvtr.—A. F. Hein, mgr. Farmers Educational & Co-operative Union.

Durant, Neb.—O. W. Miller, formerly mgr. of the Farmers Elvtr. Co. at Mapps (York p. o.) is now mgr. of the Farmers Elvtr. Co. here.—J. R. Brock, Mapps.

Cedar Bluffs, Neb.—We installed 2, 10 h. m. motors, instead of 1 as reported, to care for separate loads.—E. F. Peck, mgr. Farmers Union Co-operative Ass'n.

Midway (Farwell p. o.), Neb.—J. M. Carroll is agrt. for the Gooch Milling & Elvtr. Co. here and at Farwell.—F. C. Moses, mgr. Gooch Milling & Elvtr. Co., St. Paul.

Tilden, Neb.—The new elvtr. of the Farmers Union Exchange has been completed and is up-to-date in every way. It is operated by both gasoline and electric power.

Springfield, Neb.—All our plans in regard to building an elvtr. are subject to change until such a time as the work is actually started.—M. O. Christian, mgr. Farmers Elvtr. Co.

Ashland, Neb.—The Farmers Union Co-operative Ass'n has bot the mill and elvtr. of the Ashland Grain Co. formerly owned by N. H. Nelson.—R. K. Hays, mgr. Farmers Union.

Superior, Neb.—A cash market was opened here Dec. 1 by the Superior Grain Exchange and the exchange is now ready to receive consignments. Federal inspection and official weights have been provided for.

## OMAHA LETTER.

The Maney Grain Co. has bot the 600,000-bu. terminal elvtr. of the Updike Grain Co. at this point. This will give the Maney interests a total storage capacity of 1,200,000 bus.

W. B. Young, who has been mgr. for the Vanderslice-Lynds Grain Co. at this market for some time, was presented with a gold watch by the members of the Grain Exchange, Dec. 27, as a reminder of the many friends he is leaving behind.

Abe Rothschild, gen. mgr. of the Rothschild Grain Co., at Atlantic, Ia., and in charge of the line elvtrs. of the company in the southwest Iowa, is now associated with his cousin, Emil Rothschild, pres. of the Fisher-Rothschild Grain Co. of this market. His family will make their home here.

C. W. Adams, for the past 6 years vice-pres. of the Flanley Grain Co. and mgr. of its office here, has resigned and gone into business for himself, organizing his own company. Mel Uhl, Jr., also with the Flanley Grain Co., resigned and is sec'y-treas. of the new firm, which will do a wholesale and commission business on So. 19th St. and will operate as the Black Hawk Grain Co.

## NEW ENGLAND

North Adams, Mass.—The Berkshire Coal Co. will build an elvtr.

Hyannis, Mass.—Edward L. Chase, Sr., for many years in the grain business here, died Jan. 2 at the age of 61.

Bristol, Conn.—The capital stock of the recently incorporated Bristol Grain & Supply Co. is given as \$50,000; incorporators E. R. Burwell, E. B. Baines and H. R. Beamish.

Bridgeport, Conn.—A hay and grain warehouse of the Vincent Bros. Co. was partially destroyed by fire that started from an oil stove in a freight car near the elvtr. The loss is placed at \$5,000.

Boston, Mass.—The board room of the Chamber of Commerce was in a turmoil, on Dec. 31, after the close of the market, the members celebrating in the old "rough house" way. The center of the floor was named "No Man's Land," and woe to him that ventured to cross it.

## NEW YORK

La Salle, N. Y.—We are just beginners in the field of the grain and feed business.—Carmann Milling Co.

New York, N. Y.—The annual Oats Dinner given by the oat traders of the Produce Exchange, on Jan. 10, was well attended as a ways. Many visitors from other exchanges being present.

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Middletown, N. Y.—A. H. Simmons Co. incorporated; capital stock \$10,000; H. J. Barndt, J. W. Haliday and others incorporators.

New York, N. Y.—The 4th annual Christmas Tree and one ring circus entertainment provided by the Produce Exchange members for the poor children of the lower "East Side," was as usual a grand success. Over 1,700 little ones reveled in the afternoon's pleasures and each went home with an individual gift.

Buffalo, N. Y.—Since the assignment by Geo. E. Pierce of his assets to a com'ite of banker creditors the com'ite has worked toward a sale of the assets, while Mr. Pierce has worked to conserve his business as a going concern. This resulted in allegations by each party that the other was not co-operating. The arrangement came to an end Dec. 30 by Mr. Pierce executing a general assignment to Horace Neff, of Cleveland, O., for the benefit of all his creditors. The liabilities are placed by the com'ite at \$552,083.92. Mr. Pierce values his assets at \$925,051.38, while the com'ite places them at \$471,474.37. There is due the banks \$241,986.43; to merchandise creditors, \$48,582.36, and to Chicago grain brokers, \$33,498.22. Mr. Pierce has received promises of assistance and contemplates a re-financing of his enterprises that will make possible the speedy payment of all persons to whom he is indebted.

## NORTH DAKOTA

Max, N. D.—The Farmers Equity Elvtr. Co. will overhaul and repair its elvtr.

Eldridge, N. D.—G. W. Jagerink is no longer agt. for the Powers Elvtr. Co. here.

Appam, N. D.—B. J. Bjerke, mgr. for the Winter-Truesdale-Ames Co., has resigned on account of illness. He is now at Grand Forks.

Casselton, N. D.—The mill and elvtr. of the Farmers Milling & Elvtr. Co. burned Dec. 19 with a loss of \$175,000; insurance about \$125,000.

Guelph, N. D.—I succeeded W. L. Dean as mgr. for the Farmers Elvtr. Co. here. Mr. Dean is now with the Equity Co-operative Auditing Co. of Aberdeen, S. D.—H. B. Lee.

McGregor, N. D.—We have not installed a new scale as has been reported but we have installed a Richardson Cleaner. We will also overhaul our elvtr. in the spring.—A. Grinder, mgr. Farmers Elvtr. Co.

## OHIO

Bucyrus, O.—H. N. Oberlander is now mgr. of the Equity Union Elvtr. Co.

Urbana, O.—A farmers elvtr. company is being organized at this station.

Pioneer, O.—Farmers Elvtr. Co. incorporated; Geo. W. Fix temporary sec'y.

Foraker, O.—The recently organized Foraker Grain & Supply Co. will buy several elvtrs.

Loudonville, O.—We have increased our capital stock to \$150,000.—Loudonville Mill & Grain Co.

Ceylon, O.—The Shinrock Elvtr. & Supply Co., of Shinrock, will put a new roof on its plant here.

Shawtown, O.—The Shawtown Grain Co. has voted to increase its capital stock from \$10,000 to \$20,000.

Grand Rapids, O.—The Farmers Grain Co. will build a new elvtr. if its present plans are carried out.

Bowersville, O.—We have doubled our capital stock, bringing it up to \$30,000.—J. Scott, mgr. New Era Grain Co.

Columbus, O.—Sec'y J. W. McCord has undertaken a major operation at the Mt. Carmel Hospital and is improving rapidly.

Brookville, O.—Farmers Grain Co. incorporated; capital stock \$30,000; incorporators, A. H. Marshall, Fred Miller and others.

Kings Creek (Urbana p. o.), O.—G. E. Carger, of Watauga Valley, Tenn., will succeed Fregg Bros. Mar. 1, having bot their plant.

Edon, O.—The Farmers Elvtr. Co. has doubled its capital stock, making it now \$20,000, and has ot our elvtr. and feed business.—G. Wolf & sons.

Willard, O.—Frederick W. Brown and J. W. Holtz will build a new elvtr. at this station and will make extensive improvements in the old "Chicago" Mill which they recently bot from E. Carpenter.

Isleta, O.—I quit the Plains Co-operative Co. Jan. 1 with a net gain of \$2,302.10 for 3 mos. business. The new mgr. is Frank Daugherty.—Asa Bluck.

Cleveland, O.—We have consolidated our business with the Sheets Elvtr. Co. and the same will be run under their name.—A. E. Williams, Gates Elvtr. Co.

Shinrock, O.—The Shinrock Elvtr. & Supply Co. has installed a new Clipper Cleaner in its elvtr. and will also make repairs, including a new roof on the feed house.

Bradford, O.—On account of extensive street repair and the failure of contractors to complete same we are practically forced out of the grain business.—T. C. Miles, mgr. Arnold & Iddings.

Springfield, O.—The case of Chas. Mercer has been closed in the Federal Courts by Frank M. Knapp as referee. The liabilities totaled \$12,816.31 and the assets \$3,132.62, unsecured customers received \$1,399.80 on claims aggregating \$9,332.58.

Genoa, O.—The Farmers Exchange Co., recently organized, purchased the Milbury Elvtr. of Adrian McDougal, who has been retained as gen. mgr. of the company, also purchased the Powers Elvtr. site and business at Genoa and have erected thereon a modern concrete elevator of twenty-five thousand bus. capacity which is now just ready to go into operation. The equipment has been installed by Skillin & Richards Co., and we are putting in a Randolph Drier. Our machinery is all operated by electric motors.—N. F. Johnson, sec'y.

## CINCINNATI LETTER.

All of the employees of the Grain & Hay Exchange were presented with an extra check for a Christmas present and great was the joy among them.

An amendment to the bylaws of the Chamber of Commerce, which provided for the admittance of women to membership, was voted down by a 132 for and 177 against the measure.

Hugo Gruner dropped dead at his home in Walnut Hills, in the early morning of Dec. 20. He was formerly a director of the Chamber of Commerce and was well known to the grain trade. He was 63.

The annual dinner of the Grain & Hay Exchange was held at the Hotel Gibson, on the afternoon of Dec. 31. Music and vaudeville by clever amateurs from the ranks of the members and from the professional stage, afforded much entertainment.

The following have been appointed as the nominating com'ite for the election of directors for the Grain & Hay Exchange to be held Jan. 15: C. S. Custer, F. B. Edmunds, Max Blumenthal, Jos. F. Costello, and Geo. F. Dieterle. The terms of the following directors will expire, John E. Collins, Jr., Alfred Gowling, Elmer H. Heile, H. Edward Ritchie, and E. B. Terrill, now pres. of the exchange.

Employees of the Early & Daniel Co. were greatly surprised and pleased that their bonus this year had been raised from 6% of their salary to 20%. The bonus system has been in operation since 1911 and the checks are handed to the employees at an annual dinner given them by the firm. The dinner this year was held Dec. 30 and Sec'y W. C. Taylor was the Santa Claus distributor of the precious papers.

## TOLEDO LETTER.

Wm. H. Kleinhans, for 25 years in the grain business in this city, died Dec. 26, at the age of 72.

Henry Hirsch has been admitted to membership in the Produce Exchange, and A. J. Cowman is also a new member on transfer from I. D. Sayles.—A. Gassaway, sec'y.

The following officers were elected at the annual meeting of the Produce Exchange, held Jan. 5: Pres., Harry R. DeVore; 1st vice-pres., Richard S. Sheldon; 2d vice-pres., Kenton D. Keilholtz; sec'y, Archibald Gassaway; treas., George D. Woodman; directors are Fred Mayer, David Anderson, Frank I. King, Fred O. Paddock, Jesse D. Hurlbut, Jesse W. Young, Frank R. Moorman, Frank W. Annin, Cyrus S. Coup and Raymond P. Lipe; com'ite of arbitration, J. A. Smith, L. A. Mennel, J. W. Luscombe, Jr., E. A. Nettleton, Fred W. Jaeger, Chas. W. Mollett and Fred C. King; com'ite of appeals, John Wickenhiser, O. H. Paddock, R. L. Burge, G. J. Rudd, W. A. Boardman, J. C. Husted, W. E. Stone, J. A. Streicher, L. J. Schuster, G. R. Forrester and H. O. Barnthouse.

## OKLAHOMA

Banner, Okla.—A farmers elvtr. company is being organized here.

Numa, Okla.—Farmers are interested in the forming of an elvtr. company.

Homestead, Okla.—I still own and operate the elvtr. here.—W. B. Johnston, Enid, Okla.

McAllister, Okla.—I am forming a company and changing our name to Tarver-Craghead Co.—L. N. Craghead.

Hobart, Okla.—The Farmers Co-operative Ass'n has completed its organization and will soon be ready to handle grain, etc.

Frederick, Okla.—We expect to build a 50,000-bu. elvtr. here before the next crop begins to move.—E. O. Billingslea Grain Co.

Medford, Okla.—The Medford Mill & Elvtr. Co. has been granted a site by the C. R. I. & P. Co. on the company's right of way.

Marlow, Okla.—We are operating our new elvtr. by electric power. We have also built a new warehouse.—Shields Mill & Grain Co.

Marshall, Okla.—Farmers Co-operative Ass'n, incorporated; capital stock, \$20,000; incorporators, E. J. Clark, S. W. Murphy, and E. Blaney.

Oklahoma City, Okla.—The 23d annual convention of the Oklahoma Grain Dealers Ass'n will be held May 18 and 19 in this city.—C. F. Prouty, sec'y.

Marshall, Okla.—We expect to build an elvtr. of 20,000 to 25,000 bus. capacity on the Santa Fe, but are not ready to do so just yet.—E. J. Clark, pres. Farmers Co-operative Ass'n.

Sulphur, Okla.—I will build a 20,000-bu. elvtr., feed mill and warehouse here. The warehouse will hold 20 cars and the plant will be up-to-date thru-out.—E. J. Webb, Butler.

Kingfisher, Okla.—The Kingfisher Grain & Elvtr. Co. has doubled its capital stock, which is now \$100,000. The Oklahoma Mill Co. will build a 1,000-bbl. mill here.—J. R. Lankard.

Perry, Okla.—D. McKinstry, pres. of the Perry Milling Co. died at his home here on Christmas Day. He had been active in the grain and milling business since he came to Oklahoma in 1893. Burial was at Gardner, N. Y.

Hennessey, Okla.—Farmers are making vigorous efforts to form an elvtr. company here and com'ites have been appointed to carefully investigate every phase of the matter and make a report at a meeting to be held later on.

Guymon, Okla.—Our firm is composed of myself and 3 sons and we operate as the Claycomb Seed Store. We have just added a grain elvtr. to our plant for the handling of grain and will deal in that commodity in future.—C. W. Claycomb.

Oklahoma City, Okla.—The special lecture, "Dust Explosions and their Prevention," which has been prepared for exhibition by the U. S. Bureau of Chemistry under the direction of the Grain Corporation, will be given in this city, Jan. 14.

Clinton, Okla.—The stock in our company formerly owned by Maney Bros. and all the Maney interests in the company have been purchased by C. G. Welsh. The management will continue as before. No property, merely stock, changed hands in this deal. We also wish to advise that the mill machinery owned by this firm was sold to the Gerlach Milling Co. of Bessie, Oklahoma, and moved to that place. The building which was occupied by the mill machinery is now being converted into an elvtr. and equipped to handle cleaning in transit and transfer work for the railroad companies.—Clinton Milling Co., by P. T. Newkirk, sec'y & treas.

## OREGON

Corvallis, Ore.—Farmers Week at the Oregon Agricultural College will be of interest to grain men. Most of the speakers will have much to say on the building and operating of elvtrs. Inspection of grain and many other similar subjects will be discussed and illustrated.

## PORLAND LETTER.

The Merchants Exchange has appointed seven grain inspectors: L. C. Briggs, H. Hunter, Charles Marlotte, V. W. Milliard, C. Linenberger, C. Van Tassel, and James Frazier.—C.

The Perfection Grain & Milling Co. incorporated; capital stock \$500,000; E. Roofing, E. M. Tuttle, J. M. Hodges, G. Lansing Hurd and J. D. Zeeb, incorporators. It is thought that they will build a milling plant, but no plans have been made.

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Between \$15,000 and \$20,000 was apportioned to the 150 employees of Kerr, Gifford & Co. for Christmas by Peter Kerr, pres. of the company. A month's salary will be given to each person who has worked for the company for one year or more, while half a month's salary will be given those who have been in the company's employ for six months.—C.

## PENNSYLVANIA

Pittsburg, Pa.—I retired from the grain business, Jan. 1, having sold my elvtr. to L. G. Morgan who is now operating it. It is known as the Iron City Grain Elvtr.—D. G. Steward.

### PHILADELPHIA LETTER.

Frank M. Rosekranz and H. N. Bean have applied for membership in the Commercial Exchange.

Geo. M. Richardson was elected treas. of the Merchants Warehouse Co., and S. T. Zook, sec'y, to succeed Jacob Michel, Jr., who recently died.

The Commercial Exchange sent the old year out in a blaze of glory, to the accompaniment of a brass band and an entertainment, celebrating Dec. 31.

On Jan. 2 the new buro of the Commercial Exchange began the issuance of car condition reports. The railroads have promised to cooperate in every way.

C. Robert Bean, of Bean & Co., was instantly killed when struck by an automobile. Mr. Bean was a young man, being only 27, and his sudden death was a great shock to those associated with him.

## SOUTH DAKOTA

Vienna, S. D.—The Farmers Elvtr. Co. will build a new driveway and an office.

Pierpont, S. D.—H. E. Roberts has succeeded Ben Arnold as mgr. for the Farmers Elvtr. Co.

Selby, S. D.—The Selby Equity Union Exchange has installed a new feed grinder in its elvtr.

Virgil, S. D.—The Farmers Equity Exchange has bot the elvtrs. of C. W. Derr and Mann & Co.—John Van der Aarde, formerly mgr. C. W. Derr.

De Smet, S. D.—The elvtr. of the Farmers Elvtr. Co., containing 38,000 bus. of grain, burned Dec. 27, with a loss of \$75,000. Part of the grain may be salvaged.

White Rock, S. D.—The elvtr. of the Farmers Elvtr. Co. was threatened with fire when a defective chimney burned out. The blaze was discovered at once by an inspector of the Grain Dealers National Fire Insurance Co. and immediately extinguished so that no damage resulted.

Spearfish, S. D.—We intend to build an elvtr. and steel, brick, or tile storage tanks of about 25,000 bus. capacity. We will also build cupola on mill, install cleaner and automatic scale. But we do not know just when we will accomplish it all. We shall wait and see how the crop outlook is. D. J. Toomey is our pres. and treas. and I am vice-pres. and sec'y. Our mill at Newcastle, Wyo., will be remodeled and we will install an oil engine of about 35 h.p. in the plant at Sundance, Wyo. We also own a mill at Beulah, Wyo.—A. Toomey, D. J. Toomey Product Co., Inc.

## SOUTHEAST

Meridian, Miss.—The greater part of the \$75,000 loss of the elvtr. of the Meridian Grain & Elvtr. Co. is covered by insurance. The fire started from a defective electric wire in the center of the elvtr. close to a lift. The entire contents of the building and its modern machinery equipment are practically a total loss. The office was badly damaged but the safe was saved and few papers lost.

## TENNESSEE

### MEMPHIS LETTER.

Application for membership in the Merchants Exchange has been made by J. H. Bray & Co., who have succeeded the Century Grain & Feed Co.

L. P. Cook & Co., who were to have taken over the warehouses and elvtr. of the Riverside Elvtr. Co., Nov. 1, 1919, but who did not do so on account of the fire, Oct. 14, which completely destroyed the plant, are now occupying one of the old warehouses which was saved. The firm was formerly located in old Union Elvtr.

Mail addressed to W. A. Holley & Co. in this city is returned, "unclaimed."

The annual election of the Hay & Grain Ass'n was held Dec. 20 and the following officers were elected: Pres., E. E. Anderson, formerly vice-pres. of the Ass'n and W. R. Smith-Vaniz, vice-pres. Walter J. Fransilli was re-elected sec'y and treas. Directors are W. A. Hall, W. M. Browne, C. G. Robinson and J. T. Morgan. After the election the annual dinner was given, at which Director W. A. Hall addressed the diners, his subject being the great need of a terminal elvtr. at this market. He contended that it was up to the grain men of the city to organize a company and make such a thing possible. A comitee will be named by the pres. in a few days to take the initial steps toward the project. The diners were unanimous in their approval of the plan and voted for a 1,000,000-bu. house. Other speakers were Pres. Anderson, G. E. Patterson, S. T. Pease, J. B. McGinnies, H. I. Baldwin, S. F. Clark, J. T. Morgan, S. E. Rison, W. F. Yates, C. B. Stout, E. L. Luibel and V. L. Rogers. Retiring Pres. J. L. Nessly presided at the meeting.

## TEXAS

San Antonio, Tex.—I am now with the Webster Co.—F. A. Silvey.

Troy, Tex.—We will soon discontinue our grain business, at least for the season.—Maeagen Grain Co.

San Antonio, Tex.—Douglas W. King, for many years in the grain and seed business at Ft. Worth, is now associated with the Blue Star Elvtr. Co. here.

Taylor, Tex.—Our address is changed from Taylor Grain & Elvtr. Co., Taylor, Tex., to the Gottlieb Grain & Elvtr. Co., Taylor, Tex.—Gottlieb Grain & Elvtr. Co.

Fort Worth, Tex.—The Simon Grain & Hay Co. will succeed Douglas W. King at this market. J. C. Simons will be pres. and gen. mgr., Mr. King retaining stock in the company.

Van Alstyne, Tex.—The fire in our warehouse was started by a section crew who were burning the right of way of the R. R. Co. The loss on the building was \$3,700 and on the contents \$6,300. We will rebuild the warehouse soon but will not need machinery for same. The rest of the plant is O. K.—R. S. Fulton, pres. Grayson Mill & Grain Co.

### FT. WORTH LETTER.

The special lecture, "Dust Explosions and their Preventions," which has been prepared for exhibition by the U. S. Bureau of Chemistry, under the direction of the Grain Corporation, will be given in this city in the Exchange Room of the Grain & Cotton Exchange, Jan. 13, at 3 p. m.

We recently bot the elvtr. and warehouse of the Werner Wilkins Grain Co., Riverside, and are enlarging and improving it. It will be one of the most up-to-date and modern handling plants in the South. It is fireproof thruout and is operated electrically by individual motors on each machine. We expect to build a 1,000,000 bus. storage addition to our present plant.—Smith Bros. Grain Co.

## UTAH

Ogden, Utah.—I am now supt. of the new 700,000-bu. terminal elvtr. of the Sperry Flour Mills Co.—J. H. Roennfeldt, formerly supt. of K. C. S. Elvtr. operated by the Norris Grain Co., Kansas City, Mo.

Tremonton, Utah.—The recently incorporated Tremonton Mill & Elvtr. Co. will deal in grains, hay and feedstuffs and will operate a mill. We have a building completed for the installation of a 100-bbl mill and have also finished a 10,000-bu. elvtr. We are only putting in a 50-bbl. unit now but will add the other unit and build another elvtr. of the same capacity, before another crop. K. H. Fredal is pres.—Alvin Ispen, sec'y and mgr.

## WASHINGTON

Kirkland, Wash.—The new elvtr. of the Kirkland Trading Co. is nearly completed.

Pullman, Wash.—The annual election of the Grain Growers, Shippers & Millers Ass'n of the Pacific Northwest will be held in this city, Jan. 20 and 21.

Spokane, Wash.—We do not operate warehouses or elvtrs. as has been reported. We simply do a wholesale grain and hay business here.—Chas. E. Johnson, pres. Johnson Grain Co.

Klickitat, Wash.—The Farmers Union Warehouse Co. will install a truck dump in its elvtr.

Crabtree, Wash.—The building of an elvtr. at this station has been assured and the machinery has been ordered. Farmers will have a final meeting at an early date when the organization will be completed.

Molson, Wash.—W. L. Walker has bot of his brother, J. F. Walker, his grain warehouse, and has leased it to A. J. Cedarbrook and Glen Dodson. W. L. Walker has grain warehouses at Waukon, which he is operating himself.

## WISCONSIN

Blanchardville, Wis.—We have no grain dealers here at present.—A. M. Sardeson.

Fond du Lac, Wis.—P. E. Boulay & Bro. Co. will soon let contract for a new office.

Glenbeulah, Wis.—We have sold our elvtr. here to Herman Froelich.—Cereal Products Co., Manitowoc.

McFarland, Wis.—Peter Evensen is the grain dealer here now. I am out of the business.—Henry Skare.

Green Bay, Wis.—The Badger Grain Co. has reopened the old Emil Hautebrook Elvtr. and is operating 2 houses here.

Fennimore, Wis.—We have no successor in the grain and feed business, have simply stopped handling it.—Center Lumber Co.

Alma Center, Wis.—The elvtr. of F. H. Van Gordon & Son, containing 10,000 bus. of grain, burned Dec. 31 with a loss of \$50,000.

Deer Park, Wis.—We have sold our elvtr. here to Anderholm Bros., Clayton, Wis.—F. P. Burkhardt vice-pres., Burkhardt Milling & Electric Power Co.

Kewaunee, Wis.—In regard to the report that the Equity Society has bot a site for an elvtr. here, we would say, we have received no definite information on this except what we have heard thru rumor, however, as far as we know, they do not contemplate putting up an elvtr., but if they do put up anything, they will put up a small storage house for feed.—Kewaunee Grain Co.

### MILWAUKEE LETTER

John F. Hohenadel is out of the grain business here and will reside in Chicago.

The interest rate on advances under the rules of the Chamber of Commerce, for the month of January is 7% per annum.

E. H. Thompson of Eagle Grove, Ia., will be on the road for Johnstone-Templeton Co. this year covering Iowa. He was formerly with the United Grain Co., of Minneapolis and Duluth.

Membership changes during December are as follows: New members: C. H. Casebeer, Robt. P. Fairbairn. Membership transfers: Max Patton, deceased, Frank J. Gritzammer, Harold E. Tweeden.

Christmas baskets to needy and tubercular families were the expressions of the holiday spirit of the members of the Chamber of Commerce. One hundred and ten households had all the "fixings" for a real Christmas dinner.

The law governing the taxation of grains known as Chapter 481, became effective Jan. 1. It imposes a taxation on grains of  $\frac{1}{2}$  of 1 mill per bu. on wheat and flax and  $\frac{1}{4}$  of 1 mill per bu. on all other grains handled by elvtrs. and warehouses.

Record has been made of the deaths of the following members: M. A. Boardman died December 23d. Mr. Boardman had been in the wool business in early years but retired some 25 years ago. E. W. Bailey of the E. W. Bailey Co., Chicago, died January 1st. Erwin H. Seager of Taylor & Bourne Co., died January 5th.—H. A. Plumb, sec'y.

The Chamber of Commerce recently adopted an amendment to Rule 12, Sec. 9, to provide that no firm or corporation shall be entitled to transact any business in the Exchange Room unless at least one member of such firm or on executive officer of such corporation shall be a member of the Chamber of Commerce, and unless permission is granted by the Board of Directors.

W. H. Moering, vice-pres. of our company, has withdrawn from the organization and has no further interest in the corporation. Thomas Sampson has been elected vice-pres. to fill the vacancy. The other officers remain the same. Kurtis R. Froedtert, pres., and W. A. Teipe, sec'y-treas. Mr. Froedtert is also pres. of the Froedtert Malting Co. and Mr. Teipel, vice-pres. of the same.—Moering Grain Co.

(Continued on page 83.)

Supply Trade

CHICAGO, ILL.—Continuing its policy adopted a few years ago, the Weller Mfg. Co. is mailing to the trade, a 1920 memo calendar pad.

CHICAGO, ILL.—The office of the Invincible Grain Cleaner Co. has been moved from the Webster Bldg., to room 538 Postal Telegraph Bldg. J. N. Adler is in charge.

FRANKFORT, IND.—Nat P. Claybaugh, the well known elevator broker is sending his friends in the trade a handy telephone pad holder, with his best wishes for the year.

SPOKANE, WASH.—The Glasser Const. Co. has moved its offices from Great Falls, Mont., to this city. Articles of incorporation were recently filed, showing a capital stock of \$25,000.

FORTVILLE, IND.—The factory of the United Cereal & Grain Separator Co. is rapidly nearing completion, and it will be but a short time until the actual manufacture of machines will be commenced.

SILVER CREEK, N. Y.—The yearly pad for the S. Howes Co., calendar is now being mailed. This calendar is serving on the desks of hundreds of grain dealers as a gentle reminder of the "Eureka" line.

NEW YORK, N. Y.—The word "Grainster" in a shield, has been registered by the United States Rubber Co., as its trade-mark No. 123408 for use on conveyor belts now being made of fabric and rubber.

PASSAIC, N. J.—The Manhattan Rubber Mfg. Co. has registered the word "Condor" as its trademark No. 121,402, printed in red letters in a black oval, to be used on belting made partly of canvas and partly of rubber.

ITHACA, N. Y.—Friends of the Morse Chain Co. are receiving the Morse Chain Co. calendar and dairy for 1920 a sumptuous little book containing calendars, diary pages and descriptions of the company's driving devices.

KANSAS CITY, Mo.—Plans are under way to increase the capacity of our radial block plants so that by fall we should be in a position to take care of all elevator business that comes our way.—J. W. Parkin, Dickey Clay Mfg. Co.

ST. JOSEPH, Mo.—The grain trade at large and especially in this territory will be grieved to learn of the death of Frank Kaucher, the well known elevator builder. Mr. Kaucher enjoyed an enviable reputation as a builder, and had a wide acquaintance in the trade.

MANCHESTER, ENGLAND—Henry Simon, Ltd., is again favoring the American grain trade with its calendar, which has been a welcome visitor for many years. This calendar is unique in its originality, each day's sheet bearing a quotation from some noted personage.

CHICAGO, ILL.—Grain elevator operators who are desirous of increasing their knowledge of elevators and conveyors will do well to send or Book No. 375, of the Link-Belt Co. Book No. 380, descriptive of Link-Belt Electric Hoist and Overhead Cranes will also be sent to Journal readers requesting it.

MILWAUKEE, WIS.—John F. Harrison, for he past 35 years connected with the Allis-Chalmers Mfg. Co., died recently after a brief illness. Shortly after the Civil War he entered the flour mill construction business in Minneapolis. He designed and constructed flour mills in all parts of the country. Many of the large Minneapolis mills were constructed after his designs. In 1884 he associated himself with Allis-Chalmers, and for the past 25 years has been at the head of the flour and saw mill departments.

WICHITA, KANS.—Bemis Bros. Bag Co. is building a modern bag factory and warehouse in this city, to take care of the Southwestern business of the company.

WASHINGTON, D. C.—The House of Representatives, in a resolution recently passed asks publishers to reduce the size of publications 10% so as to conserve print paper. It also asks that the government aid in this conservation by effecting a 10% reduction in the amount of printed matter sent out by the different departments.

INDIANAPOLIS, IND.—An extension to the Belmont factory of the Link-Belt Co., is now under construction. The extension consists of the completing of the new furnace buildings. For the present only one furnace will be installed, which will be fifteen ton capacity. The building will be 70x400. This addition was made necessary by the increasing demand for Link-Belt Malleable Iron Chains.

PROVIDENCE, R. I.—The sales and contracting business which has been carried on by the General Fire Extinguisher Co. was taken over by the Grinnell Co., Inc., on Jan. 1. This change was made because the old name so specifically described the automatic fire protection section of the company's business that it prevented any natural assumption on the part of the public that the company was engaged in several closely related lines of business.

CHICAGO, ILL.—The American Manufacturers Foreign Credit Insurance Exchange whose function will be to insure payment for sales made by American firms to buyers all over the world will soon be in operation. The company has for officers men prominent in manufacturing circles. Guides containing lists of reliable importing firms will be published and revised monthly. Exporters may subscribe for these guides at a fixed rate per annum.

TOLEDO, O.—Will 1920 advertising break records? Advertisers predict it will. Their only worry is scarcity of paper which may cut down the size of newspapers and magazines. Preparations are being made to spend more money advertising next year than this. 1919 has broken the record so far. America has been very prosperous this year and excess profit taxes have encouraged advertising on an extravagant scale because it can be charged up to expense. Manufacturers and dealers have had a hard time keeping pace with the demand for goods, but they desire to keep before the public for their future trade and prestige.—C. A. King & Co.

SIOUX CITY, IA.—We anticipate the greatest year in the history of grain elevator construction for 1920. We are urging those who expect to build to make arrangements for their work and close contracts now, so that we can place orders for materials immediately thus insuring delivery of materials on the ground, avoiding delay after starting building operations in the Spring. This will help both the owners and the contractor and will also effect a considerable saving in cost as we will get better prices at present than we will be able to get after the opening of the busy season.—J. L. Lyman, Younglove Construction Co.

BLOOMINGTON, ILL.—On Jan. 1, Ballinger & McAllister moved to their new quarters at the Locust St. Viaduct. A block of ground was bought at this location which is adjacent to the C. & A. right of way. This will facilitate the handling and storing of their construction equipment. The property purchased contained a two-story grain warehouse and several coal bins. The first floor will be used as a repair shop as well as a store room. The second floor will be used as a general office, private office and drafting room. The drafting room will contain, besides the ordinary drafting equipment, a complete electric blue printing equipment. The coal sheds will be used for storing various construction equipment.

ST. LOUIS, Mo.—H. L. Siegel, formerly connected with the Ford Roofing Co., is now with the Walter A. Zelnicker Supply, acting as assistant to the president.

Grain Trade News Milwaukee Letter.

(Continued from Page 82.)

The following resolution has been adopted by the Chamber of Commerce: In case "contents" of a car of a certain specified capacity is sold for shipment and a different sized car is shipped it shall be understood that the contract quantity is that designated as the capacity of car sold; e. g., "contents" of an 80,000 lbs. capacity car sold, and a 60,000 lbs. capacity car shipped, the quantity sold is 80,000 lbs., any quantity over or under 80,000 lbs. to be settled for as provided in Section 1 of Rule 17. When the same sized car is shipped as specified in the sale contract, and is loaded to full capacity, but owing to the light weight of the grain contains less than the quantity so specified, the contract shall be considered completed; e. g., on a sale of an 80,000 lbs. capacity car, and a car of that size shipped but containing only 60,000 lbs. of grain, contract is fulfilled.

WYOMING

Carpenter, Wyo.—The Carpenter Grain Co. has got the elvtr. of the Farmers Co-operative Ass'n.

IN GERMANY, government control of food-stuffs continues. Barley is now all used for bread making. Any other use is illegal. Four and one-half lbs. bread, 2 lbs. potatoes, 3 1/2 oz. meat, a trifle of fat and no milk make up the present weekly ration. The high cost prohibits the import of food and the immediate removal of food control is not expected, declares the Economic Minister.

ELLIS DRIERS

are manufactured in several different types. Our portable driers are built expressly for the small elevator or mill. Our standard driers are used by the terminal houses and large mills. Also Ball Bearing Rotary Driers for drying meal and ground substances of all descriptions. Each machine is the very best of its kind.

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CHICAGO, U. S. A.

J. ROSENBAUM GRAIN CO.

Importers Exporters  
Private Wire  
CHICAGO

## Feedstuffs

ST. JOSEPH, Mo.—The Grain Belt Mills Co. held its third annual salesmen's convention Dec. 29 and 30.

MINNEAPOLIS, MINN.—H. Wehmann & Co. have increased their capital stock from \$50,000 to \$100,000.

ORANGE, TEX.—The Orange Rice Milling Co. recently suffered \$6,000 loss by fire in its feed department.

RANDALIA, Ia.—E. C. Knight has equipped his grain elevator with a feed mill driven by an electric motor.

BURLEY, IDAHO.—The Burley Feed Manufacturing Co. has increased its capital stock from \$50,000 to \$100,000.

PLATTSMOUTH, NEB.—The Alfa-Maize Mfg. Co. has been incorporated with \$1,500,000 capital stock to manufacture feed.

MACON, Mo.—Chas. Burkhardt is installing in his elevator a 20-inch motor driven attrition mill to grind oats and mixed feed.

MEMPHIS, TENN.—B. A. Dearth will have charge of the grain and feed department of the new Clayton-Hughes Co., wholesale grocers.

RHINELANDER, WIS.—A feed mill will be built on the C. & N.-W. Ry. here by the Northern Hay & Grain Co. The building will be two stories and basement.

NASHVILLE, TENN.—J. N. Covington has succeeded the Rex Mill & Feed Co., but will continue under the old name, having bot the interest of A. W. Kirkman.

HENDERSON, N. C.—The Union Seed & Fertilizer Co. recently suffered \$300,000 loss by fire that started in the storage warehouse containing 2,500 tons of cottonseed.

KANSAS CITY, Mo.—R. W. Sampson, manager of the millfeed department of the Frank B. Clay Grain Co., has bot a membership in the Board of Trade at a cost of \$15,000.

STEUBENVILLE, O.—The J. F. Robertson Feed Co. has been incorporated with \$42,000 capital stock, by John F. Robertson, Ida F. Robertson, F. F. Saunders and P. F. Salmon.

PINE RIVER, MINN.—A 3-story fireproof warehouse, equipped with feed grinding machinery, has been completed by the Pine River Seed House, of which H. I. Davey is manager.

CLINTON, OKLA.—The new plant being erected by the Clinton Alfalfa Mill Co. to replace that burned, will have a capacity of 80 tons daily and is to be in operation by April.

MEMPHIS, TENN.—Molasses shipments from Cuba will be handled on a large scale by J. L. Nessly for the Sugar Products Co., which has 6 ocean-going barges and numerous river boats.

MILWAUKEE, WIS.—The Parry Products Co. has been incorporated with \$150,000 capital stock, to manufacture feeds. The incorporators are T. W. Parry, Fred E. Brown and Emil B. Rix.

E. C. ELZEMEYER, after a year or more in another line of business, has returned to the feed trade and his former connection as the representative in North and South Carolina of the Quaker Oats Co..

## Feedstuff Movement in December.

Receipts and shipments of feedstuffs at the various markets during December compared with December, 1918, were as follows:

	Receipts 1919.	Shipments 1918.	Receipts 1919.	Shipments 1918.
Chicago, lbs.	49,775,000	38,415,000	109,911,000	61,887,000
Milwaukee, tons	3,581	4,170	23,973	14,460
New York, tons	95	.....	320,000	.....
San Francisco, tons	231	125	.....	.....
St. Louis, sacks	178,370	33,130	181,890	127,500

MEMPHIS, TENN.—F. W. Brode & Co. have increased their capital stock from \$125,000 to \$200,000.

LITTLE ROCK, ARK.—The Brown & Oglesby Cash Feed Co. has let the contract for a warehouse and office building, which will be one story high, of brick construction, and have 10,000 feet of floor space.

NASHVILLE, TENN.—The Treadway Feed & Seed Co. has been incorporated with \$35,000 capital stock by G. E. Treadway, J. W. Franklin, Paul M. Davene, F. M. Quinn and W. B. Milam, to do business in Washington county.

GREENVILLE, O.—The feed plant of the United States Chemical Co. will be removed to the elevator of Helm & Ries, recently purchased. Additional storage will be provided by the erection of vitrified tile tanks of 100,000 bus. capacity.

GRAND RAPIDS, MICH.—The Charles F. Bartlett Co., dealer in hay and feed, has taken over the "Economy Feeds." The concern is capitalized at \$50,000. Chas. Bartlett, Claude M. Loomis and Lillian Bartlett are the principal stockholders.

MEMPHIS, TENN.—The Edgar-Morgan Co. has employed Carl Moore, formerly of Lexington, Va., and recently of Chicago, as general superintendent. The company's mixed feed business has grown so that it has taken over the old Union Elevator.

MIDDLETOWN, N. Y.—The A. H. Simmons Co. has been formed with offices in the Gray Bldg., to do a jobbing and wholesale business in feed and grain. The organizers are A. H. Simmons of Middletown, H. J. Barndt of Binghamton, and J. W. Halliday of Unionville.

NEW YORK, N. Y.—Trade in honey locust beans, known as St. John's Bread and Carob beans, has been resumed by Chas. W. Jacob & Allison, who are making imports from Portugal, Cyprus and Italy. The price is about 4 $\frac{3}{4}$  c a pound. The beans are used in calf meal and stock food.

KANSAS CITY, Mo.—The Nelson Grain & Milling Co. is being organized to operate the feed mill of Wyan Nelson, doing business as the Nelson Grain Co. The new owners are Geo. K. Walton of Kansas City, and John W. Boyd and Preston Pate of Joplin, Mo. The capital stock will be \$150,000.

SHELLEY, IDAHO.—The Idaho Alfalfa Milling Co. recently suffered loss by fire in a frame warehouse containing corn, alfalfa seed, other seeds and 75,000 sacks. The grain elevator and potato warehouse were saved. The fire is supposed to have started from the office chimney. The property is owned by J. B. Sage & Son.

## Misbranding and Adulteration.

Under the Food and Drugs act the following have recently been prosecuted in the U. S. District Courts:

The Town Creek Milling Co., Lenoir City, Tenn., was charged with and found guilty of adulterating corn meal. The corn meal was ordered released, for use as hog food, on the payment of the court costs and the execution of a \$200 bond.

The Walnut Creek Milling Co., Great Bend, Kans., was charged with adulteration and misbranding wheat bran. Adulteration was charged on account of substitution of screenings and misbranding charged because of the label "Pure Wheat (Bran)." The bran was released to the claimant upon payment of the cost of proceedings and on the execution of a \$2,000 bond.

The Producers Cotton Oil Co., Yazoo City, Miss., charged with adulteration and misbranding cotton seed meal entered a plea of nolo contendere to the information. A fine of \$25 was imposed.

## Grain Carriers

KLEMME, IA.—I have been too busy fighting for cars to answer letters.—Walter F. Lau.

THE SAULT STE. MARIE CANAL was closed Dec. 16 for the season; two days earlier than last year.

CAIRO, ILL.—As the government barge line will make this city a terminal during the winter, arrangements will be made for the shipment of grain in bulk on the boats from a few of the elevators.

SPARTA, ILL.—The Sparta Farmers Co-operative Co. just completed a new elevator and the day everything was ready the Illinois Southern Railroad went out of business. An attempt will be made to get a switch to the Mobile & Ohio R. R.

SIOUX CITY, IA., will benefit by the additional transit privileges just granted by the Interstate Commerce Commission. Grain from South Dakota stations on the C. M. & St. P., via Sioux City, may be milled in transit at Sheldon, Rock Valley and Algona, Ia., and at Janesville and Prairie du Chien, Wis.

THE ILLINOIS SOUTHERN Railway was closed on Dec. 12 in receivership proceedings. Representatives of a number of shippers in the territory served by the road appealed to Judge Carpenter in the Federal court to have the line re-opened for traffic. They offered to furnish \$50,000 to put the road in shape to resume operations at once.

THE ILLINOIS CENTRAL Railroad Co. is neglecting shippers on its line in respect to furnishing cars. Between Gilman and Champaign, Ill., no station has received more than one car a week for grain during the past three months. Other roads in the same territory are doing much better, more than 100 cars having been shipped from Piper City alone.

THE NET INCOME of the railroads during the ten months ending October 31 last amounted to only \$481,000,000 as compared with \$833,000,000 in the same months of 1918. In other words, the decline in net income during this period amounted to 42 per cent for the year and was \$267,000,000 below the sum guaranteed by the government. These figures are most impressive and indicate plainly that the railroads must be put upon a sound footing this year if their managers are to appeal successfully to the investment markets for needed funds.—National City Bank.

COMPLAINTS of the Inland Empire Shippers' League that grain rates from the Spokane district to Portland and Vancouver were prejudicial and discriminatory were held unjustified in a tentative report by examiners for the Interstate Commerce Commission. Two examiners, however, held that commodity rates for the Spokane territory, which also were attacked by the shippers' organization, were unfair. The examiners recommended a revision of the case, a dismissal of the complaints on commodity rates, with a final review of the commodity rate findings by the Commission.

COMMODITY RATES on grain from all its stations in Indiana to Chicago have been established by the Wabash, effective Dec. 31. Heretofore the Wabash R. R. has had in effect only the 6th class rates to Chicago on grain from its stations east of Attica, Ind., on its south, or Danville line. Rate of 12 cents to Chicago has been published from stations east of Attica, Ind., and the rate from stations west of and including Attica has been reduced from 12 to 11 $\frac{1}{2}$  cents. Also, the rates from junction points in Indiana on the north or Chicago, line have been reduced to accord with the rates of other lines. These rates are shown in detail in the No. 4 East of Mississippi River Book of Grain Rates, to be issued very shortly by the Transportation Department of the Chicago Board of Trade.

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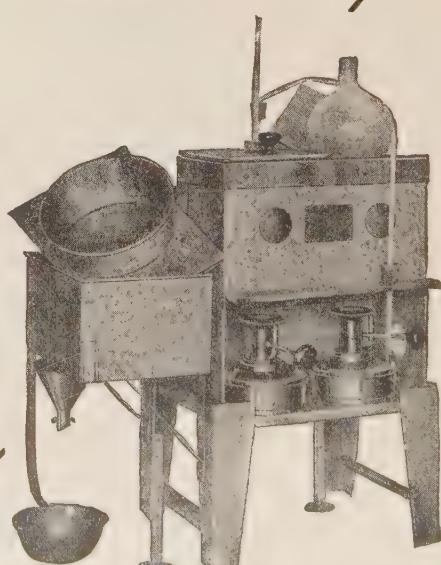
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# The GRAIN DEALERS JOURNAL.

## Seeds

BELOIT, KAN.—H. F. Shurtz & Sons have bot the Beloit Seed House and will change the name to H. F. Shurtz & Sons.

CHEHALIS, WASH.—J. W. Elston, formerly of Amity, Ore., has engaged in the business of cleaning grass and garden seed.

LINDSBORG, KAN.—The Lindsborg Seed Co. has succeeded the Lindsborg Hardware & Seed Co., which has disposed of its hardware, to devote all its attention to seeds.

PEORIA, ILL.—The S. C. Bartlett Co. has just bot a carload of clover seed, the 195 bags costing close to \$14,000, enough money to have bot a good sized farm a few years ago.

NEW YORK, N. Y.—J. Loewith of Loewith, Larsen & Co., has just returned from Europe, having spent considerable time in the seed producing countries abroad. Mr. Loewith is glad to be back, after a very strenuous trip.

KANSAS CITY, Mo.—The Rudy-Patrick Seed Co. recently suffered \$150,000 loss by fire that destroyed its storage warehouse. The building was valued at \$25,000 and the contents at \$125,000; insured. The house probably will be rebuilt.

THE CONVENTION REPORTER who has reported all annual meetings of the American Seed Trade Ass'n for several years, will be missed at the coming convention. Mr. Douglas A. Brown died recently at his home at Ft. Thomas, Ky.

SEATTLE, WASH.—About 90 per cent of the men employed in the plant of the Chas. H. Lilly Co. are ex-service men, and the 200 men on the force are all good Americans, which is one reason for the steady growth of the company's business.

ORD, NEBR.—We have just completed a 40x40 addition to our seed plant here at a cost of \$8,000. In the fall we will erect a 150,000-bu. terminal elevator at Lincoln, Nebr., to be equipped with drier for drying ear corn.—E. B. Weekes Seed Co.

LOUISVILLE, Ky.—The yield of blue grass seed was slightly below the average, but the quality of re-cleaned seed is excellent, altho bushel weight is light. The clover seed crop is very short. Cow peas and soy beans are scarce and high.—Ross Seed Co.

"The cow pea is one of the few crops which will yield an abundant crop of valuable hay and at the same time leave the soil in an improved chemical and mechanical condition for a succeeding crop."—H. E. Horton, agricultural commissioner American Steel & Wire Co.

SEATTLE, WASH.—The Chas. H. Lilly Co. will have a representative in Europe soon, as A. L. Jones, manager of the wholesale seed department, sailed Dec. 19 for Liverpool, Eng., and will remain abroad long enough to make a comprehensive survey of trade possibilities.

### Seed Movement in December.

Receipts and shipments of grass seed to and from the principal markets during December compared with December, 1918, were as follows:

FLAXSEED.		Shipments	
Receipts		1919	1918
Chicago, bus.	170,000	38,000	76,000
Milwaukee, bus.	9,240	24,000	.....
Minneapolis, bus.	492,260	.....	34,960
TIMOTHY.		.....	
Chicago, lbs.	1,643,000	1,463,000	2,588,000
Milwaukee, lbs.	6,798	44,580	176,922
New York, bags	.....	.....	170
Toledo, bags	5,908	8,400	3,212
CLOVER.		2,788	
Chicago, lbs.	1,606,000	1,146,000	888,000
Milwaukee, lbs.	912,549	149,532	839,779
New York, bags	2,195	.....	2,535
Toledo, bags	5,248	6,817	4,362
			4,164

FT. MADISON, Ia.—The burned plant of the Rudy-Patrick Seed Co. already is being rebuilt. The fire insurance companies settled the loss Dec. 23 at \$119,843 on the \$150,000 of insurance.

ST. LOUIS, Mo.—About 60 visiting seedsmen and members of the Ass'n of Official Seed Analysts of North America, were entertained at a banquet tendered by the St. Louis seedsmen at the Missouri Athletic Club, recently, during the Ass'n's annual convention. Clifford Cornelius was toastmaster.

CHICAGO receipts of seeds in 1919 included 46,196,000 lbs. of timothy seed, 12,674,000 lbs. of clover, 22,657,000 lbs. of other grass seed, 1,077,000 bu. of flaxseed. Shipments, 1919, were as follows: timothy seed, 33,222,000 lbs., clover seed, 6,655,000 lbs., other grass seed, 13,501,000 lbs., flaxseed, 84,000 bu.

SPOKANE, WASH.—On Dec. 23, the Spokane Seed Co.'s storeroom was the scene of their annual Christmas gathering. About 100 employes and relatives were present. A delicious cafeteria dinner was served followed by the distribution of gifts. Following the dinner songs were sung and entertainment was furnished by many of the employes and their relatives.

OFFICERS ELECTED for the ensuing year at the meeting of the Ass'n of Seed Analysts at St. Louis, Dec. 29 and 30, are, Pres., Edgar Brown, Department of Agriculture, Washington, D. C.; vice-pres., J. P. Helyar, State Seed Laboratory, New Brunswick, N. J.; sec-treas., A. L. Stone, Department of Agriculture, Madison, Wis.; Executive Com'te—The preceding and George Egginton, State Experiment Station, Fort Collins, Colo., and J. R. Dymond, seed analyst, Ottawa, Canada.

IN EXPERIMENTS at Cornell University in crossing varieties of the Early Red Chief and the Marouani wheat the result was two specimens out of 113 plants of a hybrid similar in all respects to the typical wild wheat of Palestine. One form was beardless and the other partly bearded. The heads were flat, similar to the true wild form, while the main difference between these forms and the wild form was the broader shape of the spikelets in the hybrid. The kernels were larger than in the segregates and resembled those of wild wheat.

SPOKANE, WASH.—The Neal Bros. Grain Co. has bot the plant of the Dixie Corn Products Co. and will spend \$50,000 in improvements and additions. New machinery will include feed grinder, barley and oats rolls, oats cleaner, clippers, steamers and a degerminator. The company will specialize in feeds and do a wholesale business only, employing 20 men. Included in the transaction are the warehouse, 50x100; the mill building, 40x50, and an elevator, 40x50, which has a capacity of 15,000 bushels. Neal Bros. Grain Co., was incorporated in July for \$50,000, J. L. Neal of Spokane and G. L. Neal, who has charge of the Seattle branch, being the incorporators. Offices are maintained in the Peyton block.

TOLEDO, O.—March clover seed advanced last winter. Price March 31 was 5.60 higher than January first. Two years ago it scored an advance of 3.60. Comparisons with other years are hard to make because prices were so much lower. High last season was 31.25 March 31. High two years ago was 20.10 March 31. Crop this season is smallest in recent years. There was practically no carry-over. Imports this season have been liberal. March generally leads on shipments. February or April is second depending on whether the season is early or late. Winter started early. Will we have an early spring? Ask the sparrows. Stock here is only half as large as last year. It decreased 3,500 last January, 2,500 in February, 12,400 in March, 4,200 in April, 850 in May. Two and three years ago the February decreases were about the same as March. January sometimes shows an increase.—C. A. King & Co.

CHICAGO, ILL.—Knud Gundestrup, a hand of Danish grown seeds, died recently.

PHILADELPHIA, PA.—H. W. Doughten, Inc. are opening an office and warehouse in Philadelphia at 216 South Front street, and intend doing their customary wholesale grain seed business. This will be a branch of the New York office, along with the Syracuse warehouse. The warehouse at Moorestown will continue as such, but all business will be transacted in the Philadelphia branch for the locality.

TOLEDO, O.—Timothy seed stocks in all positions do look large, but the domestic needs alone are enormous. We have known for over two years that we possessed large quantities of timothy, and this fear seems to have disappeared. Been that way so long it's a rubbed off. Our dope was that if price could lift their heads over six dollars everybody would want it. Came partially true. Many do want it now and the sellers are not so anxious as around \$5.50. Why the change in sentiment, and at a time when most people are not interested? Looks like some foreign business will be worked out this is immediately reflected here. Stocks are large but they can melt fast if business at home is as big as figured on, and the foreigners do take it. Season's receipts 46,540 bags, against 42,900 year ago, 38,564 two years ago, and 22,059 three years ago. Shipments for the season 15,600 bags against 12,257 year ago, 5,757 two years ago, and 4,993 three years ago. Based on receipts and shipments and carry-over stocks in Toledo at 100,594 against 108,588 year ago.—J. F. Zah & Co.

### From the Seed Trade.

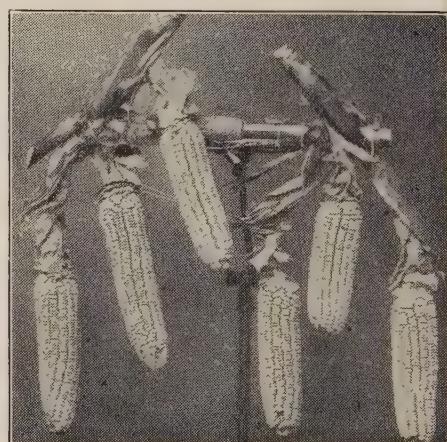
BELOIT, KAN.—A greater acreage of Sudan grass will be sown this year than in any previous year. The alfalfa seed crop was about 75 per cent below normal and very little was offered for shipment.—H. F. Shurtz & Sons.

NEW ORLEANS, LA.—There is very little clover, timothy and blue grass grown in the state. In the last few years more alfalfa and alsike has been planted than usual. The quantity grown still is not great.—J. Steckle Seed Co.

ADRIAN, Mo.—There is quite a surplus of timothy seed this year. As to red clover, in fact all clovers, we will have to ship in, also alfalfa and bluegrass, but the two latter are not sown here very extensively, while a great deal of bluegrass grows here and is a natural production, yet there has never been any of harvested for seed. We have several hundred bushels of very nice timothy seed that will have to sell over and above home use.—Farmers Elevator, Supply & Mfg. Co.

### Getting Two Ears to the Stalk.

Since the organization of the Boy's Corn Clubs in Tennessee 5 years ago the first an-



Neal's Paymaster Corn.

second prizes have been won by Wilson County growers. They have been getting yields of 75 to 99 bus. per acre. While the winners took good care of the growing crop it happens that all of them used seed of the famed Neal's Paymaster Corn.

This strain of corn has been developed by systematic selection since 1885 by W. H. Neal working toward getting 2 ears to the stalk. Besides this Mr. Neal has paid due regard to deep kernels, small cob and well filled butts and tips, with straight rows and slight taper. Two medium-sized ears will shell more corn than one large ear. While not what is known as a show ear, Neal's Paymaster Corn has become popular everywhere in Tennessee as a money-making crop. It is shown in the engraving herewith.

## Alsiike More Reliable Than Red Clover.

The use of alsike clover as a substitute for the common red clover is gaining headway in Ohio, according to the Ohio Experiment Station. This is due to the fact that the alsike clover produces favorable yields in soils where lime is deficient and under-drainage is lacking.

Alsiike clover is also resistant to anthracnose and root rot diseases which are causing loss in sections where red clover is grown.

Alsiike seed also costs less than red clover and the seeds being much smaller cover as much ground when sown at one-half of the red clover rate per acre.

A favorite plan of farmers in eastern Ohio is to mix alsike with red clover, particularly where some legume is needed for soil improvement purposes. Where red clover is reliable it is preferable to alsike because the alsike produces seed in the first, or hay crop, and then dies, whereas the red clover occupies the land throughout the season.

## Seed and Commodity Prices Compared.

Charles A. Heath, pres. of the Continental Seed Co., has compiled and had copyrighted a study of the relative prices of clover and timothy seed at present and for 10 years back, that affords a criterion as to whether seed prices are high or low, and some indication as to the likelihood of farmers buying timothy and clover seed the coming spring. From the booklet the following is taken:

### CLOVER SEED.

Dec. 1st, 1919:—

- 1 doz. eggs buys more clover than the years 1911, 1912, 1915, 1918: Less than the other 5 years; and 1/5 lb. less than 10 year average.
- 1 lb. butter buys more than 1911 and 1915; the same as 1918, and less than the other 6 years, and 3/10 less than 10 year average.
- 1 bbl. apples buys more than in the years 1911, 1912, 1914, 1915, 1917 and 1918, and less than in the other 3 years; and a little more than 10 year average.
- 1 lb. poultry (dressed) buys less than any time in 9 years save 1911, when the amounts were the same; and 1/4 lb. less than the 10 years average.
- 100 lbs. timothy hay buys less clover seed than any time in 9 years and 1 1/2 lbs. below the 10 year average.

## SEED WANTED

### OATS

—Fancy Yellow and White

### BARLEY

—Beardless and 6 Row

### WHEAT

—Marquis

SEND SAMPLES

CONTINENTAL SEED COMPANY  
230 So. La Salle St., CHICAGO, U. S. A.

1 bu. oats buys less than any time in 9 years save 1912 and 1918, when the amounts were the same, and 5/8 lb. below 10 year average.

1 bu. corn buys 1/4 lb. clover seed more than 1912; less than the other years save 1910, when it was the same, and 1 lb. below 10 year average.

1 bu. wheat buys less than any time in 9 years save 1911, when it was the same, and 1 1/2 lbs. below 10 year average.

1 lb. pork buys more than 1911 and 1915, the same as 1912, 1914, 1918, and about the same as 10 year average.

### TIMOTHY SEED.

Dec. 1st, 1919:—

1 doz. eggs would buy more timothy seed than any year for 9 years, except 1916, which was the same; 1917 was 1/2 lb. more. The 10 year average was 1 1/4 lbs. less.

1 lb. butter would buy the same amount of timothy seed as the years 1913, 1917, 1918; 1/2 lb. less than 1916 and 1 1/4 lbs. less than 1912 and more than the other 4 years, and 1 lb. more than 10 year average.

1 bbl. apples (northern spires) will buy more timothy seed than any year for 9 years, and 26 2/3 lbs. more than 10 year average.

1 lb. poultry (dressed) will buy less than the years 1912, 1913, 1916, 1917 and 1918, and more than the other 4 years, and a fraction less than 10 year average.

100 lbs. hay will buy less than the years 1912, 1916, 1917; the same as 1913, more than the other five years and 1 1/2 lbs. more than 10 year average.

1 bu. oats buys more timothy seed than any time for 9 years, and 3 1/4 lbs. more than the 10 year average.

1 bu. corn will buy less than the years 1912, 1913, 1916, 1917, 1918; more than the other 4 years and 1/4 lb. less than 10 year average.

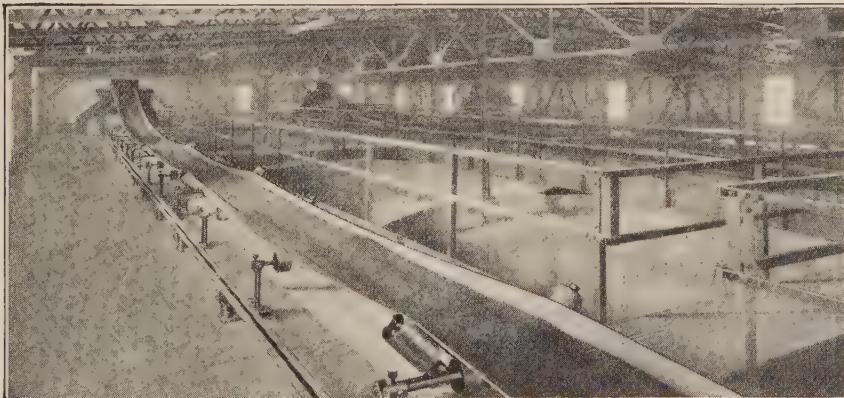
1 bu. wheat will buy less timothy seed than 1912, 1916, 1917, 1918; and more than the other 5 years, and 3 3/4 lbs. more than 10 year average.

1 lb. pork will buy less timothy seed than in 1916, 1917, 1918; the same as 1912, 1913; more than the other 4 years and 1/5 lb. more than 10 year average.

Clover seed prices have been as follows: 1910, .15; 1911, .21; 1912, .185; 1913, .145; 1914, .15 1/4; 1915, .20; 1916, .175; 1917, .265; 1918, .42 1/4; 1919, .51 1/4; ave. 10 yrs., .241.

Timothy seed prices have been: 1910, .10; 1911, .16; 1912, .04; 1913, .054; 1914, .0685; 1915, .085; 1916, .056; 1917, .075; 1918, .10; 1919, .115; ave. 10 yrs., .0853.

All figures are based on official market quotations.



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Weller Elevators and Conveyors will do this for you as they are doing it for thousands of mill and elevator operators throughout the country.

For more than thirty years the Weller Mfg. Co. has specialized in the design and construction of labor-saving machinery, and during that time no other company has been so closely identified with the development of elevating and conveying equipment in its special application to mill and grain elevator work.

As pioneers in that field it initiated and developed many of the most economical and efficient methods which now obtain in the handling of grain and grain products.

Write for our Catalog 30Z, and let us help you to reduce your cost, stabilize your profits, and increase the output of your mill.

New York City  
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**Weller**  
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Equipment



## Supreme Court Decisions

**Restraint of Trade.**—Contracts in restraint of trade and contracts in restraint of competition, when unreasonable and to the injury of the public, are alike illegal and against public policy.—*Burns v. Wray Farmers Grain Co.* Supreme Court of Colorado. 176 Pac. 487.

**Exchange Rules Govern Trade.**—Where contract for purchase of grain was made "subject to Omaha weights and Omaha inspection," the rules of the Omaha Grain Exchange were admissible, in buyer's action for seller's failure to deliver, for purpose of construing clause of contract providing that, "If this contract is not filled at maturity, we (buyers) reserve the right to cancel, or to extend, or to fill here or elsewhere, at our option, any loss resulting therefrom to be payable by you."—*Cavers Elevator Co. v. Droege Elevator Co.* Supreme Court of Iowa. 171 N. W. 696.

**Railroad Claim Extended by Promise to Pay.**—A new promise in writing made either before or after the debt is outlawed starts a new period of limitation. The new promise must identify the debt, but specific reference to it is not necessary if the language with certainty covers it. Language that would be sufficiently specific in a bond is sufficiently specific in a new promise. A promise to pay all claims of a class is sufficient. A letter to the public signed by a railroad company, promising to refund the difference between a statutory freight rate and a higher rate collected, on all shipments made during a period of litigation to determine the validity of the statutory rate, is sufficiently definite.—*Big Diamond Milling Co. v. C. M. & St. P. Ry. Co.* Supreme Court of Minnesota. 171 N. W. 799.

**Arbitration.**—Agreement to arbitrate dispute as to quality of flour delivered subject to and under rules of New York Produce Exchange did not require application of rules 13 and 18 of such exchange as to inspection of flour by exchange inspectors, to deliveries not made at the port of New York. Award by arbitrators in dispute between buyer and seller as to quality of flour delivered, confined to matters submitted for arbitration and after receiving all evidence offered by the parties, must be confirmed by court, under Code Civ. Proc. § 2373, where there was no ground for modification under section 2374, or for vacation under section 2375, notwithstanding claim of buyer that award should have been based on official samples of Produce Exchange. Generally awards by arbitrators may not be set aside for either error of law or fact not appearing on the face of the award, where arbitrators have not exceeded their jurisdiction and have not been guilty of fraud, corruption, or other misconduct.—*Wheat Export Co. v. New Century Co.* Supreme Court of New York. 173 N. Y. Supp. 679.

**Claim for Excessive Damages Does Not Make Shipper Liable If Not Intentional and Willful.**—An indispensable element of the charge in the indictment was that the defendant filed with the St. Louis, Iron Mountain & Southern Railway Company a fraudulent claim for an excessive amount of damages. The "filing" of a paper or claim with a corporation is not complete until the document is delivered to and received by an officer or agent thereof who had authority to receive, file or act upon it. There was no substantial evidence of any such filing of the claim, or of any of the documents making it, with any such officer or agent of the railroad company, and for that reason the court should have instructed the jury to return a verdict for the defendant. In a prosecution under Act to Regulate Commerce Feb. 4, 1887, c. 104, § 10, par. 3, 24 Stat. 382, as amended by Act March 2, 1889, c. 382, § 2, 25 Stat. 857, and Act June 18, 1910, c. 309, § 10(1), 36 Stat. 549 (Comp. St. 1916, § 8574), against a corporation for fraudulent claim for injury to shipment, a corporate officer who signed letters making claims for injuries to a shipment is entitled to testify as to his intent, it appearing that the claims were prepared by his bookkeeper, for the corporation could act only through its officers or agents, and the intent of the officer is that of the corporation.—*Laser Grain Co. v. United States.* U. S. Circuit Court of Appeals. 250 Fed. 826.

**Vessel Breaking Adrift.**—The breaking adrift of a steamer moored at an elevator in Buffalo river in early spring to discharge a storage cargo of wheat held due to inevitable accident, and the vessel not liable for resulting collisions; it being shown that, while a freshet with running ice was to be anticipated, it was promptly guarded against by additional mooring lines, which would probably have been sufficient, but for a sudden rush of water and ice, caused by the breaking up of a jam by a fire tug.—*The Anna C. Minch.* U. S. District Court, New York. 260 Fed. 522.

**Sale by Carrier of Reconsigned Shipment.**—Even tho it be conceded that where the consignee of an interstate shipment of freight proceeds, without notice to the shipper, to reconsign the goods upon the original B/L to a third person, and such third person refuses to accept them, that the carrier who transports the goods under the reconsignment can ordinarily recover from the original consignor the freight and demurrage charges which had accrued thereon, provided that it has notified the original consignor with reasonable promptness of such failure to accept (see *Jelks v. Philadelphia & Reading Ry. Co.*, 14 Ga. App. 96, 80 S. E. 216; *B. & O. Railroad Co. vs. Montgomery*, 19 Ga. App. 29, 90 S. E. 740), still, in this case, since it appears from the petition itself that the carrier failed to give notice of such refusal to the original consignor, but proceeded to dispose of the goods and to convert the proceeds to its own use, without showing any reason why the giving of such notice was, under the circumstances, impracticable, the trial court did not err in sustaining the demurrer to its petition in a suit against the original consignor (*Bird v. Georgia Railroad*, 72 Ga. 655; *MERCHANTS' & MINERS' TRANSPORTATION CO. v. Moore*, 124 Ga. 482, 52 S. E. 802; *Alabama Great Sou. R. Co. vs. McKenzie*, 139 Ga. 410, 77 S. E. 647, 45 L. R. A. (N. S.) 18; *Atlantic Coast Line R. Co. v. Goodwin*, 1 Ga. App. 351, 57 S. E. 1070; *Atlantic Coast Line R. Co. v. Henderson Elevator Co.*, 18 Ga. App. 279, 88 S. E. 101 [1]; *C., N. O. & T. P. Ry. Co. v. Malsby Co.*, 22 Ga. App. 595, 96 S. E. 710 [3]; *Heed, Receiver, v. J. O. Dorris & Co.* Court of Appeals of Georgia. 100 S. E. 717.

**Special Damages for Delaying Shipment of Feed.**—A railroad company had a station and an agent at a place where a cotton seed mill was engaged in the manufacture of cotton seed cake, a well-known feed used for cattle. K., who was feeding 170 head of cattle for market at a station 38 miles distant on the line of railroad in question, delivered to the agent of the railroad company, to be shipped to the place where the cattle were being fed, 200 sacks of cotton seed cake known by the agent to have been purchased from the mill for the purpose of being used to feed cattle. K., at the time the contract was made, informed the agent of the railroad company that he was out of feed and needed the cake, asking how soon the same could be shipped, stating that he intended to leave on the evening passenger train for the place to which the feed was to be shipped. The agent responded that the feed would reach such place before the arrival of the shipper, who would have arrived on the same day. Whereupon the shipper delivered the cake to the carrier and assisted in loading the same, the transportation charges being paid in advance. On account of the carrier's negligence, the transportation and delivery of the cake was delayed for a period of seven days, during which time the cattle suffered and became reduced in flesh, because of lack of proper feed which the shipper, though making diligent efforts, was unable to procure from other sources. The shipper inquired each day of the agent of the carrier at the point of destination concerning the arrival of the cake, thereby reminding the agent of the importance of the shipment. Held, that the conversations had with the agents of the railroad company and the circumstances within their knowledge were sufficient to give the railroad company notice of the particular object for which the cake was to be used and, in connection with the other facts and circumstances in the case, authorized a recovery for depreciation in the value of the cattle resulting from the negligent failure of the railroad company to ship and deliver the cake as agreed upon.—*Lusk v. Kennedy.* Supreme Court of Oklahoma. 176 Pac. 502.

**Elevator Operator Can Recover Freight Paid on Machine that Fails to Meet Guaranty.**—A contract for the sale of a grain cleaner required the buyer to pay the freight from Minneapolis to Sharon and gave 30 days' trial. The

contract contained a warranty as to efficiency and capacity, and provided that if the warranty failed the machine might be rejected and that in such case the buyer would re-create the machine and ship it back. The buyer claimed the machine did not fulfill the warranty. The seller continued to try it out beyond the 30-day period. Immediately after the last tryout the buyer removed it and reshipped it so that it reached Minneapolis by freight within 20 days from that time. Defendants, upon rescission for breach of warranty, were entitled to recover the freight advanced by them. A warranty that the machine would clean "good No. 1 or 2 wheat" does not mean that the wheat must be in good condition for cleaning. This contract contemplated the cleaning of such wheat as was grown in the vicinity of Sharon. An exception in the contract as to certain mixtures of seed excluded the implication of any other exception.—*J. L. Owens Co. v. Patrick O'Keefe.* Supreme Court of Minnesota. 170 N. W. 204.

### Date of Shipment.

*Smith Bros. Grain Co. v. Ft. Worth, Tex., plaintiff, v. Munn Brokerage Co. Ft. Worth, defendant, before Arbitration Com'ite No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, Geo. P. Bissell and J. R. Murrell, Jr.*

Plaintiffs bring these proceedings to cover damages for failure of the defendants to ship within contract time six cars of corn sold for shipment from Kansas City to Fort Worth first half of January, 1919.

The parties have agreed that the amount involved is \$265.17, or 3 cents a bushel. The only question for the com'ite to decide is whether or not the six cars were shipped within contract time.

The sale expired Jan. 15, 1919, the corn was loaded and inspected and the Bs/L were made out and copies delivered, with proper papers, to the Kansas City office of the western weighing and inspection bureau, who placed their official stamp thereon on that date. The original Bs/L were not signed by the agent of the individual carrier until the day following, or one day after the expiration of the contract.

The western weighing and inspection bureau is a joint agency representing all carriers in the Kansas City market. It is their duty, among other things, to police the application of proportional rates on outbound shipments. They require the shipper to surrender to them inbound expense bill, with copy of outbound B/L and their stamp is then placed on original and duplicate Bs/L and is the authority for the outbound carrier to apply the proportional rate.

Bs/L for outbound shipments from Kansas City are not, as a rule, signed by the local agents of the carriers, but by the commercial offices, because the local offices are a long distance from shippers' offices; thus necessitating the forwarding of billing either from the commercial offices or from the western weighing and inspection bureau, to the local offices before shipments are way-billed.

Shippers take their outbound Bs/L first to the Western Weighing and Inspection Bureau to be stamped, then to the down town commercial office of the carrier to be signed, leaving in each place a copy. Until recently it was customary for this billing to be forwarded to the local offices of the carriers by the commercial representatives, but as these commercial offices close at one p. m. Saturday, arrangements were made whereby billing stamped by the western weighing and inspection bureau Saturday afternoons was forwarded by them to the local offices of the outbound road, thus insuring the movement and way-billing on Saturday of shipments which otherwise would not move until Monday after original Bs/L had been signed by the commercial representative and billing forwarded by him to the local office. This arrangement was found to be so satisfactory that it was extended to cover all shipments, resulting in the expedition of outbound shipments by one or two days.

We find this corn was shipped within contract time because the shipper had before the expiration of the contract "actually loaded and furnished to the carrier billing instructions in accordance with the custom then in vogue at shipping point," as provided in Trade Rule No. 5.

We believe the test to be this, "did the shipper perform every act necessary to move the shipment to destination before the contract expired?" In this case it is clear the cars would have moved to destination, even if the Bs/L had never been signed. The Western Weighing and Inspection Bureau officially represents the carriers and their signature and stamp must be taken as conclusively showing the date of shipment when it is also shown that they have undertaken the duty of forwarding to the local agent of the carrier the necessary billing instructions to move the shipments as provided in the B/L.

We find for defendants and direct that plaintiffs pay the cost of these proceedings.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com's'n the carriers have made the following changes in rates:

**E. B. Boyd**, Agent of the Western Freight Tariff Buro, in Sup. 22 to 1-N gives rules, regulations and exceptions to classifications, effective Dec. 31.

**C. & A.** in Sup. 1 to 2-F gives switching and other terminal charges, also rules governing absorption of switching, drayage and cartage charges, effective Dec. 20.

**C. & E. I.** in Sup. 10 to 6639-C gives rules governing milling and malting in transit privileges on grain and grain products at stations on the C. & E. I., effective Dec. 31.

**E. B. Boyd**, agent Western Freight Tariff Buro, in a special supplement to tariffs, gives minimum carload weights, rules and regulations applying on grain and grain products effective Dec. 31.

**C. R. I. & P.** 19,690-H gives local, joint and proportional rates on grain and grain products and seeds from stations in Colo., Kan., Mo., Neb., N. M. and Okla., to Little Rock, Ark., and points in Ark., La., and Mo., effective Dec. 31.

**C. R. I. & P.** sup. 5 to 19,687-K gives rates on grain and grain products from Missouri River stations and stations in Ill., Ia., Minn., Mo., and S. D. to Mississippi Valley points and other stations in Ala., Ark., Fla., La., Miss. and Tenn., effective Dec. 31.

**C. & A.** in Sup. 8 to 1604-E gives local and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin, and E. St. Louis, Ill., also St. Louis, Mo. also Toledo, O., and Detroit, Mich. and stations on connecting lines in Ill., effective Dec. 31.

**A. T. & S. F., G. C. & S. F., & K. S.** in Sup. to 7481-F give tariffs on grain products and seeds, from stations in Colo., Kan., Mo., & Okla., also Superior, Neb., on A. T. & S. F., G. C. & S. F., L. & T., and K. S. to points in Ala., Ark., Kans., La., Mo., Miss., Okla., Tenn. and Tex., effective Dec. 31.

**C. & A.** in Sup. 5 to 1581-F gives joint and proportional rates on grain, grain products and grain by products from C. & A. stations in Ill., and Hannibal and Louisiana, Mo., to Atlantic seaboard and eastern interior United States and Canadian points, effective Dec. 31.

**C. & E. I.** in Sup. 11 to 8650 gives joint and proportional rates on grain, grain products and grain by-products also cotton seed, cotton seed ashes and cotton seed hull bran from C. & E. I. stations to points in N. Y., Ohio, Pa., W. Va. and points in the Dominion of Can. shown in the tariff, effective Dec. 31.

**C. & A.** in Sup. 10 to 1604-E gives local, joint and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin, and East St. Louis, also St. Louis, Mo., and stations on the C. & A., C. & I. M., and C. & N. W., also to Toledo, O., and Detroit, Mich. and stations on connecting lines in Ill., effective Dec. 31.

**C. & E. I.** in Sup. 10 to 8650 gives joint and proportional rates on grain, grain products and grain by products, also cotton seed, cotton seed ashes and cotton seed hull bran, from C. & E. I. stations to points in Conn., Del., D. C., Me., Md., Mass., N. H., N. J., N. Y., O., Pa., R. I., Vt., Va., W. Va., and points in the Dominion of Canada shown in the tariff, effective Dec. 31.

**C. & E. I.** in Sup. 16 to 622-E gives local joint and proportional rates on grain, grain products and grain by products also broom corn, green corn, corn cobs, cotton seeds, cotton seed ashes, seeds (hungarian and millet) and red top seed chaff, from C. & E. I. stations, also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.) and Momence Transfer, Ill. (via C. M. & G.) to points in Ill., Ia., Ky., Mich., Minn., Mo., O., Pa., & Wis., shown in tariffs as amended, effective Dec. 31.

**C. & A.** in Sup. 3 to 1574-F gives joint and proportional rates applying on grain, grain products, seeds, hay and straw, from Kansas City, Mo., when originating beyond, also Blue Springs, Fulton, Gilliam, Glasgow, Higginsville, Marshall, Mayview, Mexico, Odessa, and Slater, Mo., to Cairo, Ill., proper or when for southeastern or Carolina territories and Cincinnati, O., Evansville, Ind., Jeffersonville, Ind., and Louisville, Ky., when for southeastern or Carolina territories, also Mississippi valley points and stations in Alabama, Louisiana and Mississippi, also Key West, Fla., when for export.

**Illinois Traction System** comprising the B. D. & C., D. U. & C., I. C. T., S. L. E. T. and S. L. S. & P. in Sup. 4 to 480-A gives local and joint rates on grain and grain products, carloads, between stations on the I. T. S. in Ill. and E. St. Louis, Peoria, Venice, Ill., and St. Louis, effective interstate Dec. 31, intrastate Jan. 26.

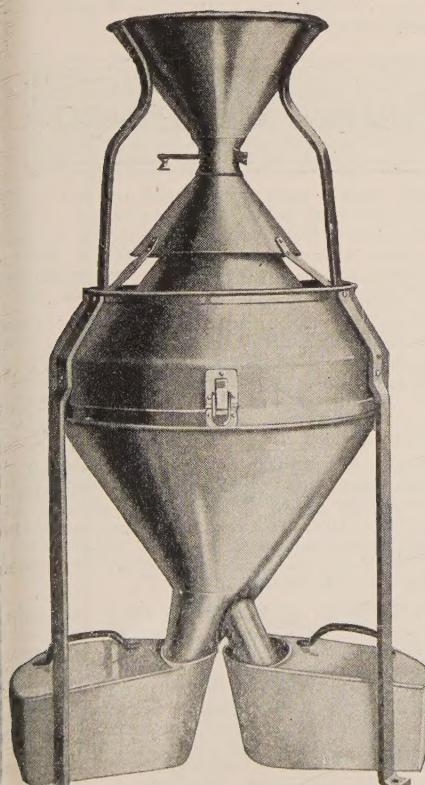
**C. & A., C. & I. M.** in Sup. 4 to 1614-D give joint and proportional rates applying on grain from stations in Ill. on the C. & A. and the C. & I. M. to points on M. & O. and W. C. & W. and to Aurora, Evansville, Indianapolis, New Albany, Seymour, Jeffersonville, Lawrenceburg and Indianapolis, Ind., also to Cincinnati, O., Cairo, Ill., Owensboro and Louisville, Ky., effective Dec. 30.

**W. J. Kelly**, agent, Central Freight Tariff Buro in Sup. 1 to I. C. C. No. 839 gives local, joint and proportional rates on grain, grain products and by products of grain, from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., & Wis. to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking same rates or higher, as per east-bound basing tariffs and east-bound billing instruction and guide books, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective Dec. 31.

**W. J. Kelly**, agent of the Central Freight Tariff Buro issues I. C. C. No. 839 of local, joint and provisional rates on grain, grain products and by-products of grain from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va. and Wis. to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking same rates or arbitraries higher, as per east-bound basing tariffs and east-bound billing instruction and guide books, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective Dec. 31.

**W. J. Kelly**, agent, Central Freight Tariff Buro, in Sup. 2 to I. C. C. No. 839 gives local joint and proportional rates applying on grain, grain products and by products of grain from Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., and Wis. to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking same rates or arbitraries higher, as per east-bound basing tariffs and east-bound billing instruction and guide books, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective Dec. 31.

## DRY YOUR CORN



**HESS DRIERS** are **USED EVERYWHERE** for drying all kinds of grain and seed. They embody the most convenient and efficient arrangement of parts and have proved superior under all conditions. Eleven sizes—for large or small capacity.

The **BOERNER SAMPLER**, or splitter, is used for dividing samples of grain—used in all inspection laboratories and by the grain trade generally.

We make these as well as a fine line of Brown-Duvel Moisture Testers, Kettle Testers, Funnels, and all other grain sampling and testing apparatus.—Free Booklets.

**HESS WARMING & VENTILATING COMPANY**

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# The GRAIN DEALERS JOURNAL.

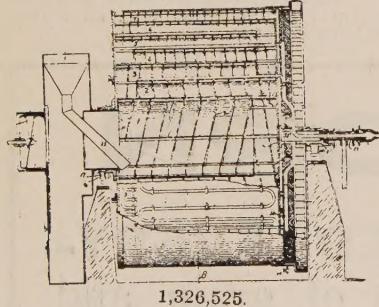
## Patents Granted

1,325,290. **Seed Corn Drier.**—Samuel A. Holmes, Storm Lake, Ia. This corn drier is made up of a number of separate interlocking wire holders. Each holder consists of two arms which are attached to parallel legs. At the junction of the arm and leg on each holder is a semicircular rest for the other holder which may be attached to it.

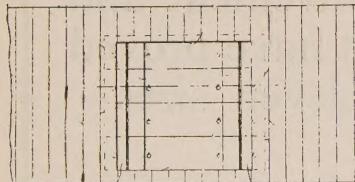
1,325,413. **Attrition Feed-mill.**—Edward James Phillips, Milwaukee, Wis. This feed mill has an annular grinding member, comprising a series of segments or sections. Each segment has an eccentric rib. This eccentric rib extends diagonally across the middle part of the grinding member. The adjacent grinding member also has an eccentric rib. This rib is arranged out of line with the rib in the grinding member next to it, and so on.

1,324,812. **Roof Car Loading.**—Adelard Guay, Montreal, Quebec, Canada. The car has an opening in the roof. The opening, surrounded by a housing has an inwardly swinging cover. The housing has three vertical partitions providing three compartments. Each end compartment has a spout which sends grain into the opposite ends of the car. A chute from the middle compartment of the housing directs the grain to the upper portions of the car.

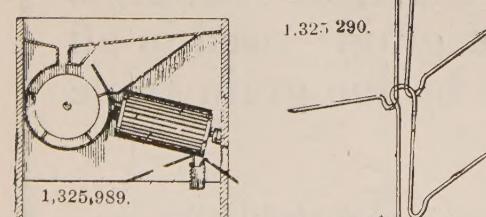
1,325,989. **Bean Hulling Machine.**—John T. Huston, Columbus, Ga. This is a machine for handling beans, peas and the like. At the top is a hopper which connects with a cylindrical casing. At the upper part of the hopper is a stop allowing just so much material in the casing. A drum rotates in the casing. Five propeller blades are on the drum. An outlet is in the lower part of the casing. The beans and hulls coming from the blades on the drum are thrown into the last cylinder, at the bottom of which is a hopper for catching the broken hulls and a receptacle for the beans.



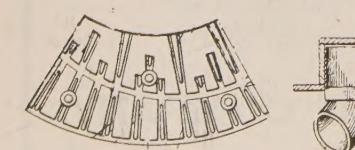
1,326,525.



1,325,240.



1,325,989.



1,325,413.



1,324,812.

1,325,240. **Car Door.**—Matthew J. Flannery, Chicago, Ill. The door is composed of a series of sections. These sections are supported in the form of a slide. Each section goes exactly over the one below. This prevents leakage of small grains. A latch device and keeper is inside the car for the purpose of holding the sections flush against the car door. This door is so arranged, that the latch and keeper device, holding the sections tight, can be released when the door is to be opened.

1,326,525. **Drying Apparatus.**—Abel Nordstrom and Carlos A. Oberg, Buenos Aires, Argentina. This is an apparatus for drying grain and similar materials. It consists of a series of drying cylinders or drums within a larger drum. These drums are held in place by supporting disks. Each drum has attached to it a web or ridge in the form of a spiral placed at opposite thread on every second drum. When these drums revolve, the grain is forced first one way and then the other by the attached spirals. The apparatus is heated by a system of coils. By the time the grain has been forced thru the entire system, it has become dry and is discharged.

THE ITALIAN cereal trade will be under the supervision of the federal government. This will be effected by an ass'n or consortium composed of organizations and firms that ordinarily deal in cereals and vegetables. Even concerns selling flour and macaroni for export are members. They will have a capital of 100,000,000 lire (\$10,000,000), which can be increased to 200,000,000 lire (\$20,000,000). There will be three divisions in its operation. The first will take care of receiving and distributing of domestic vegetables and cereals. The second will take charge of all milling operations. The third for the manufacture of macaroni, spaghetti and similar products. These sections will operate under the government and in time expect to take over much of the work of the Ministry of Food Supply and Consumption in cereal and vegetable products.

### Calendars Received.

D. R. RISSEK'S beautiful calendar "Life's Precious Moments," will add charm to every desk.

DELICATE COLORING was employed by the artist to embellish the calendar of the McConnell Grain Corporation.

A DAILY date calendar pad again is the welcome arrival at the desks of holders of Bert A. Boyd's calendar stand.

FOR UTILITY the General Electric wall calendar excels all, each sheet showing present, preceding and future months.

THE DAY COMPANY'S calendar reproduces the painting in colors of a "A Daughter of France," by Hortense Bucher.

LOVERS of the beautiful in nature will cherish the desk calendar of the Stevenson Grain Co. for its most artistic painting of the brook.

THE WALL CALENDAR of the Youngstown Sheet & Tube Co. shows the plant and an attractive street of the company's employe residences.

FROM INTEGRITY MUTUAL CASUALTY Co., Chicago. A wall calendar carrying cartoons in color of interest to policy holders in mutual companies. Original in conception and striking in design.

A CALENDAR from the Reno Flour Mills Co., at Hutchinson, Kan., couples a portrait of the late Theodore Roosevelt with Statesman Flour and a picture of the mills where it is made. Well designed and executed for advertising purposes.

THE TENNESSEE GRAIN Co. at Nashville sends one of the prettiest picture calendars yet received. If the two little beauties who are writing to "Dear Daddy" are to be taken as typical of Tennessee loveliness, a large immigration to the state may be looked for at once. It's hardly fair to send out a picture like this without letting it be known where the two kiddies are to be found.

### Insurance Notes.

THE MILLERS' NATIONAL INS. CO. has brought suit against the state of Indiana to recover \$764.86 excess taxes on returned premiums, with interest. Judge Bates of Chicago is handling the case for the company and a number of other mutuals endeavoring to recover the unjust tax.

NORTH DAKOTA'S costs of administering workmen's insurance are greatly in excess of the costs in Montana. The basic manual rate is \$2.75 in North Dakota and .95 in Montana per \$100 of payroll in flour mills as a class. To electric light and power plants the rate is most burdensome, being \$7.96 per \$100 of payroll, against \$1.63 in Montana. The North Dakota buro has 5 salaried commissioners, while in Montana the chairman and sec'y only draw salaries.

### Annual Report Western Millers Mutual.

The Western Millers Mutual Fire Ins. Co., of Kansas City, Mo., Chas. H. Ridgway, sec'y, in its 37th annual statement issued Dec. 31, reports total receipts for the year of \$198,147.43, comprising \$175,355.35 in premiums and assessments, \$22,792.08 in interest, and \$387,571 from cash on hand a year ago.

Disbursements included \$48,943.52 for losses, \$32,812.82 in expenses, \$21,934 in premiums and assessments returned, and \$17,692.61 interest returned on renewals and cancellations. Cash assets are \$15,393.30 cash in banks, \$14,154.81 in first mortgages on real estate and \$434,787.23 in municipal bonds. Other assets are \$18,837.47 premium in course of collection and \$1,755,150.34 deposit notes, making total gross assets of \$2,238,323.15. This company has paid \$1,393,546.16 of losses since its organization and now has \$14,151,664.00 insurance in force.

IN a bulletin issued by the Mexican Department of Agriculture, Jan. 6, the corn crop is considered very good, wheat crop "good" or "fair," cane, sugar, cotton, beans and garbanzo (chick pea), good, and the tobacco and coffee crops, poor. The largest wheat producing states are Nuevo Leon, Jalisco and Zacatecas, while Sonora, Michoacan, Vera Cruz, Aguas Calientes, Coahuila, Durango, Sinaloa and San Luis Potosi are the corn producing states this year.

### Books Received

YEAR BOOK FOR 1919, Missouri Board of Agriculture. This is the fifty-first report of the Board and it gives reports of officers of the Board and information of the State of interest to those concerned; 576 pages. Published by State Board of Agriculture, Jefferson City, Mo.

NATIONAL HAY ASS'N REPORT of 26th annual convention gives the full proceedings of the meeting held at Detroit, July 16-18. The reports and addresses of officers contain a great deal of valuable information. 359 pages. Published by the Ass'n; sec'y, J. Vining Taylor, Winchester, Ind.

THE ABC OF THE TRADE ACCEPTANCE is a little book issued by the Bank of Pittsburgh N. A., which gives a simple explanation of the trade acceptance, the new instrument in commercial transactions. Dr. J. T. Holdsworth, vice-pres. of the bank, is the author; 10 pages; published by the bank.

"CALIFORNIA REDISCOVERED" A booklet by Joseph Wild, editor of the Wagner letters. It is a series of impressions, lively, interesting and well written. Here is a quotation: "California is a deluge of color, palms, rich orchards, blue mountains, foaming waves, hotels, grills, restaurants and soda fountains." From mountains to Chinese hop joints, the little book is filled with sparkling descriptions. 31 pages. Joseph Wild, publisher, 5426 University Ave., Chicago.

# The GRAIN DEALERS JOURNAL.

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Our "3-C"

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## SHIPPERS' CERTIFICATE of WEIGHT

Designed for the use of grain shippers who wish to make a written statement of the amount and grade of grain loaded into a car. Especially adapted for use in connection with claims for Loss of Weight in Transit.

Each ticket gives the following information: Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ——R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond paper and duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers so they will open flat, containing 50 originals, 50 duplicates and four sheets of carbon paper. Order Form No. 89 SWC. Price \$1.00.

Grain Dealers Journal, Chicago, Ill.

## Your Advertising Seed

may grow anywhere, but you are sure to reap a bountiful crop of large orders when planted in our "Seeds Wanted - For Sale" department.

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**TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO**  
LUVERNE, MINN.  
Average Premium Return for 16 Years, 50% of the Deposit Premium.  
Try our plan for Short Term Grain Insurance  
E. H. MORELAND, Secretary

## THE RECORDS OF THE Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

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IF YOU WANT  
regular country shippers  
to become familiar with  
your firm name, place  
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J. A. KING, President GEO. A. WELLS, Secretary  
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Under this form of insurance you pay premium only on actual values contained in elevator. Monthly statements of actual values are rendered by you and an adjustment of the premium based on the average value is made at expiration of policy. A simple and satisfactory form of insurance. Write for information.

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## Efficient Power Transmission

THIS illustration shows a 100 H. P. Link-Belt Silent Chain Drive operating the main lineshaft in the mill of the Medford Woolen Mfg. Co., Medford, Mass. This compact drive makes an ideal Power Transmission arrangement for any mill or factory where reliable operation is necessary. It is "Flexible as a Belt, Positive as a Gear, More Efficient Than Either." The lineshafts are equipped with Link-Belt Disk Friction Clutches. We make a complete line of Power Transmission Equipment. Let our experienced engineers work out your next transmission problem. Write for catalog.

**LINK-BELT COMPANY**

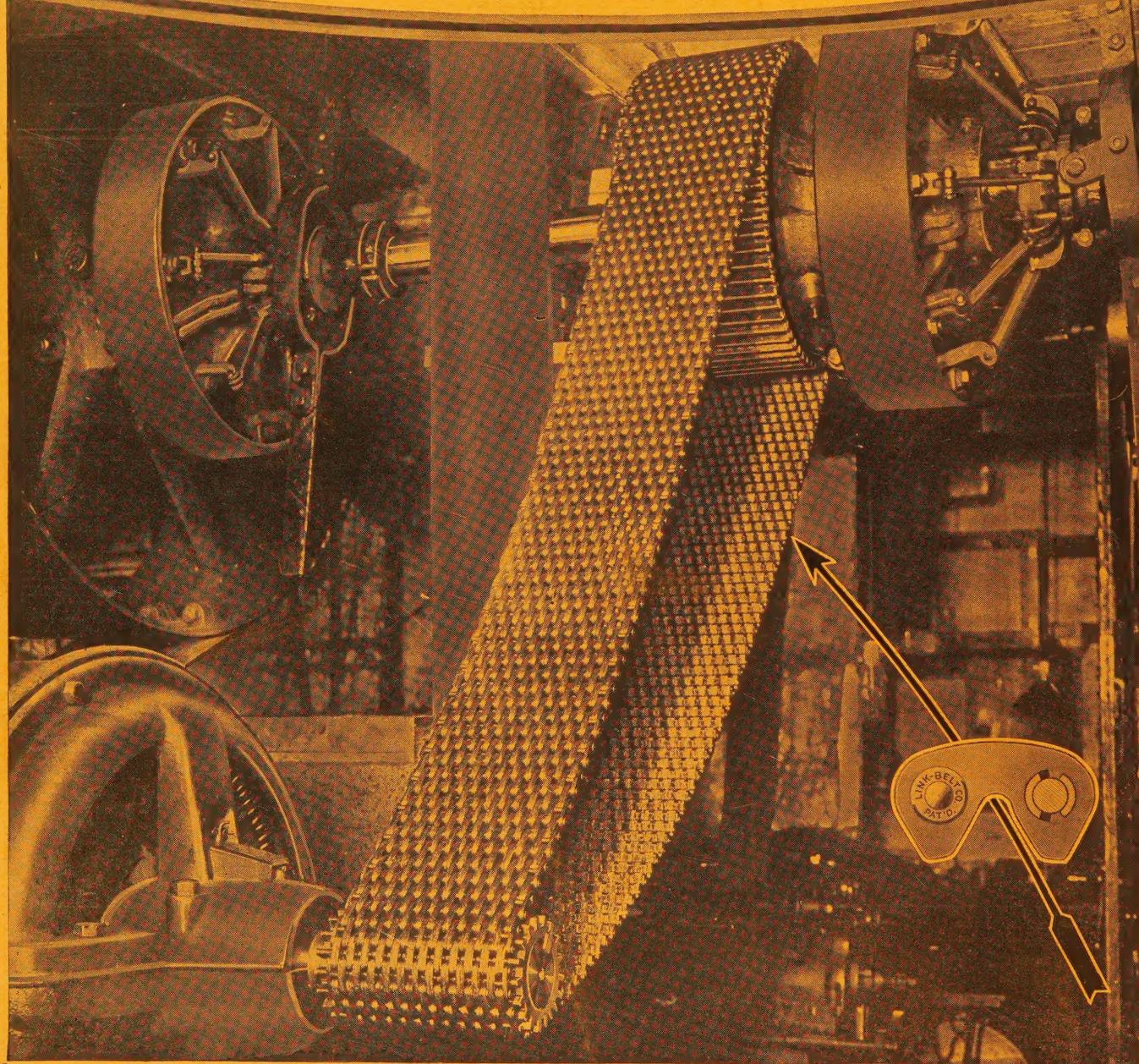
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### We Also Make

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